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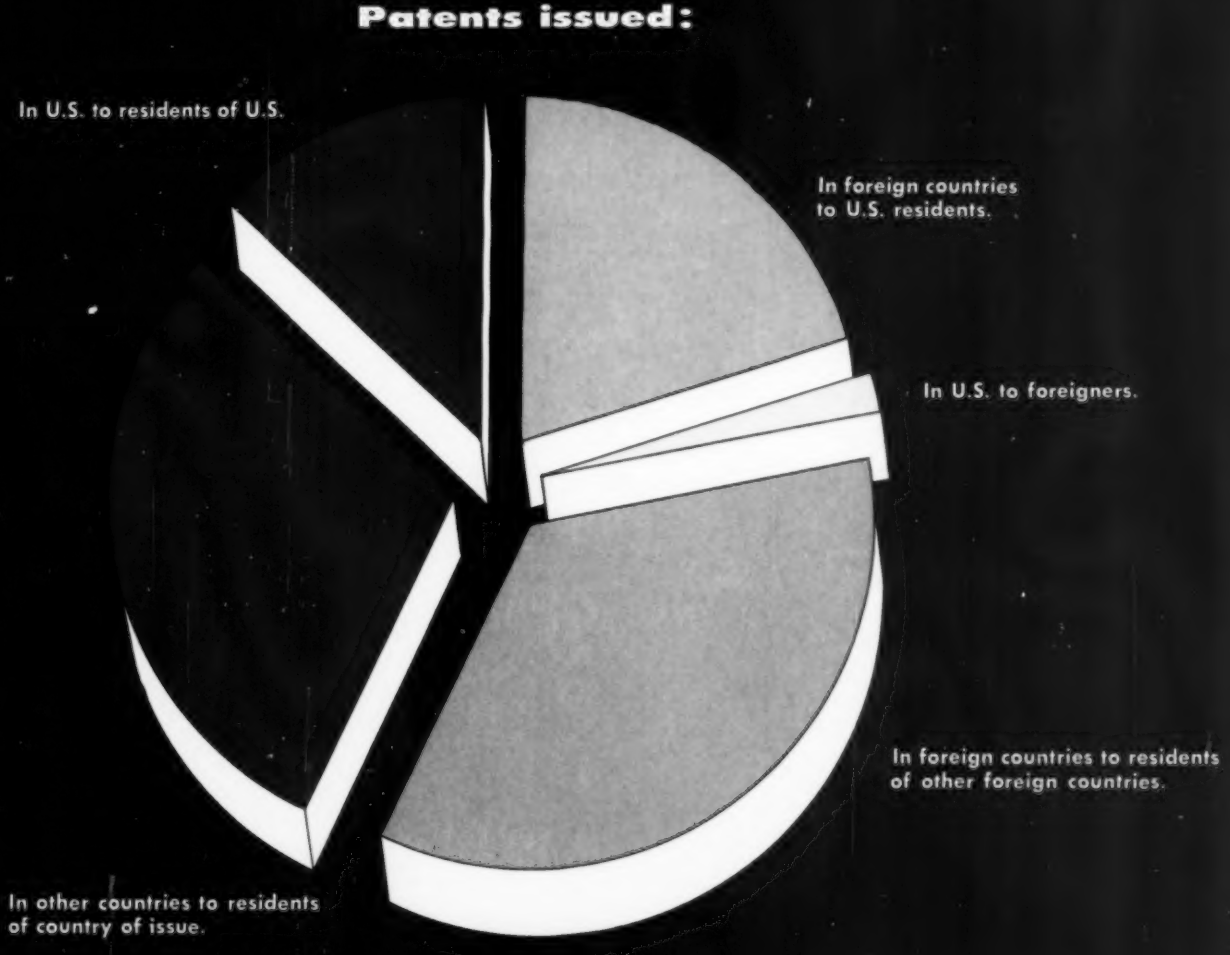
International Commerce

August 5, 1968


Patents issued:
In U.S. to residents of U.S.
In foreign countries to U.S. residents.
In U.S. to foreigners.
In foreign countries to residents of other foreign countries.
In other countries to residents of country of issue.

Patent Commissioner reviews new world treaty draft

International Trade Winds

Company News

WATER DESALINATION—Aqua-Chem, Inc., Milwaukee, Wis., has made the first shipment of manufactured units for installation in a planned 5 million gallon-per-day seawater desalting plant being built at Jidda, Saudi Arabia. A second shipment will be made in September and a third in November to complete Aqua-Chem's $5 million contract for the desalting portion of the plant.

PAPER PULP—Groundbreaking ceremonies have been held at Arauco, Chile, for a $47 million bleached kraft pulp mill, to be built by the Parsons & Whittemore-Lyddon organization. The new mill will have a pulping capacity of 350 metric tons daily. Bleached pulp from the mill will be sold primarily to paper companies within the Latin American Free Trade Association. Parsons & Whittemore-Lyddon will manage the mill when it is complete for the Chilean owner, Industrias de Celulosa Arauco, S.A. Production is scheduled to begin early in 1971.

STEEL—Interlake Steel Corp., Chicago, Ill., has reached a licensing agreement with Katsuyama & Co., Ltd., Kobe, Japan, under which Katsuyama will distribute Interlake's strapping systems in Japan and Okinawa. The agreement comes shortly after Interlake concluded a similar arrangement with Cyklop-Gesellschaft, Cologne, Germany, and a subsidiary, Cyklop-Aktiebolag, Stockholm, Sweden, for distribution of Interlake strapping systems in Germany and Sweden.

NAVIGATION EQUIPMENT—International Wilcox Electric, Inc., Kansas City, Mo., will supply equipment and services necessary to provide 34 airports in the Philippines with modern navigational aids. Prime contractor for the installations will be Philcox (Philippines), Inc., a subsidiary of the U.S. firm.

ROLLING MACHINES—Kaufmann Tool & Engineering Corp., Chicago, has signed an agreement with Establissements Lisse of Paris to manufacture and sell its rolling machines in the European Common Market countries. The Kaufmann machines use a urethane/steel two-roll system to form metal in one pass.

Newsletter

Plans for fall and winter export seminars are being made now in many U.S. cities. For help with programs, speakers and useful text and supplementary materials, check the international trade specialists at the nearest U.S. Department of Commerce Field Office (you may also be able to mesh your programs with some on the Field Office schedules).

Tailoring the enterprise to the local conditions, the American Consulate in Oporto, Portugal, staged a two-week catalog fair in late spring, featuring printed materials, films and displays of U.S. textile machinery and equipment makers. Officials of 42 of the 47 target importers in northern Portugal came. Besides the development of specific sales arrangements between these importers and U.S. firms, the fair stepped up general interest in northern Portugal in American products.

A long line of U.S.-made Dacron fishing thread began to unspool faster in Japan at the Tokyo U.S. Trade Center's sporting goods show in July, 1967. Imports of this thread from Gudebrod Bros. of Philadelphia, exported by J. W. Carmichael of Clearwater, Fla., are now averaging $4,000 per month. Kanji Yamashita of the importing Sakae Tsusho firm says much of these sales can be attributed to the 1967 show.

A reminder that the Trade Information Committee of the President's Special Trade Representative office is ready at any time to receive the views of U.S. businessmen on foreign trade problems. Though open hearings were concluded in June (after about 200 statements were presented orally or in writing) further opinions are welcomed. Write: Chairman, Trade Information Committee, Office of the Special Representative for Trade Negotiations, 1800 G St., N.W. Washington, D.C. 20506.

Note the detailed coverage of French economic emergency measures in INTERNATIONAL COMMERCE's July issues: exchange control information, July 1; import quota details, July 8, with additions on July 15; export insurance and credit revisions, and an explanation of the French export subsidy system, July 22.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

A look at patents issued in 75 countries in 1966, the latest year for which such statistics are available from the United Bureaux for the Protection of Intellectual Property, shows that U.S. residents obtained about one-third of all of them (two top segments), or 138,100 of 415,300. Note that U.S. residents obtained more patents outside than inside U.S., 83,500 to 54,600. About 14,000 were issued in the U.S. to foreigners. Patents issued in other countries to local residents totaled 122,600, and those issued in such countries to non-residents (excluding U.S.) totaled 140,800. Story on proposed international patent cooperation treaty begins on page 2.

August 5, 1968

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COMMISSIONER'S VIEW

Proposed patent treaty is 'giant step forward'

Revised draft offers alternative to current chaos in securing protection in world markets

By EDWARD J. BRENNER
Commissioner of Patents

A draft treaty of great significance to the U.S. businessman recently was released in Geneva.

The United Bureaux for the Protection of Intellectual Property, the intergovernmental agency serving as the Secretariat of the Paris Union, on July 15 made public a revised text of its proposed international patent cooperation treaty.

This draft marks a giant step forward in coming to grips with the oft-quoted worldwide patent crisis—now for so long a lamented, but accepted, fact of life for the businessman. Hopes now are high that an adequate alternative to the current chaos in obtaining effective patent protection in international markets may soon be available.

The current timetable sets 1969 as the time for setting the draft treaty down for formal diplomatic negotiation.

As there is no single worldwide patent, the inventor, or the business that supports him, must today obtain a patent in each country in which protection is desired. This means coping with multiple patent laws and procedures in all their diversities. Patent laws, and their administrative procedures, have long been jealously guarded relics of the past. The effect of such provincialism, however, has finally forced realization that if left uncontrolled, the burdens imposed on the individual patent systems in this technological age would, through sheer volume alone, destroy the effectiveness if not the viability, of each of these systems. Modern techniques must be utilized to keep pace in a computer age.

Spiraling volume

Some provision must be made to handle the volume of patent applications —not only those locally generated, but the swell of applications from abroad. The following statistics show how international filings have spiraled:

Of 88,000 applications filed in the U.S. Patent Office in 1967, more than 26,000 or about 30%, were of foreign origin. By comparison, ten years ago there were 74,000 filings in the United States, some 14,000 or 19% of which were of foreign origin.

Burdensome as the current 30% is on the workload of the U.S. Patent Office, the effect that our technology has on foreign filing in patent offices with lesser capabilities is staggering. Of the 62,000 applications filed in the United States of domestic origin in 1967, nearly 23,000 formed the basis for some 115,000 foreign filings. In fact, the United States is responsible for about one-fifth of all patent applications filed throughout the world, and some 33% of all patents issued worldwide.

The present estimate for 1970 suggests that U.S. inventions will result in 150,000 foreign filings, a good number in as many as 15 to 20 countries. The manpower and facilities currently available internationally cannot possibly stay abreast, much less make inroads, in the present heavy backlogs.

Other stresses

The realities of the worldwide patent crisis include much more than mere numbers. The deluge has effects other than the obvious one of severe delay in application prosecution and patent issuance. From the general U.S. view, these stresses have precipitated radical modifications of some patent systems, notably the deferred system of examination now adopted in the Netherlands and the Federal Republic of Germany. Moreover, a practical result of this increased volume of patent activities is that patent examiners, faced with an ever-increasing docket of pending cases awaiting examination, must somehow effectuate time-saving shortcuts. These necessary shortcuts increase the possibility that in more and more cases the most pertinent prior art might not be found, which, of course, produces a growing number of patents which will be weaker and more likely to be challenged in court.

Further components of today's patent dilemma include the need to comply with heterogeneous formal requirements, duplications of effort on the part of industry and the patent offices, both of which underscore the increasing cost of multiple filings. This high cost means that the decision to file abroad must receive particularly close scrutiny. With generally only the sparsest of estimates to guide the decision, the go-ahead is given reluctantly in but the clearest of cases. Moreover, to preserve the applicant's priority rights, this decision, together with a commitment of resources, must be made in substantially less than a year from the filing of the first application to guarantee sufficient lead time for such matters as tailoring specifications and claims to diverse formats and making translations.

Meeting in December is next step

The next step toward an international patent treaty is a December meeting in Geneva of a Committee of Experts consisting of representatives of all Paris Union members, intergovernmental organizations, and nongovernmental units.

U.S. Commissioner of Patents Edward J. Brenner and a team of key U.S. government officials will bring to this meeting the suggestions made by U.S. businessmen and patent lawyers at regional meetings to be held in 14 cities in September and October (see accompanying article), and other suggestions to be received between now and December.

The following extract from a speech by P. A. Gorman, President of Western Electric, to a meeting of the National Association of Manufacturers Patent Committee in March illustrates some of these problems as faced by one of our larger corporations:

"Western Electric handles all the foreign patenting for all the Bell System, in addition to our own domestic patenting. Currently, the Bell System has almost 9,000 patents in the United States, and more than 10,000 in foreign countries.

"Now, using just one year as an example, this involves some 2,500 patent applications. Of these, about 70% are duplicates filed in patent offices outside the United States. It takes an organization of 18 full-time professionals in our company to oversee this foreign operation. We also hire the services of patent agents in foreign countries to submit and prosecute our cases in full compliance with local practice. The cost of this foreign patent operation is now running close to $2 million a year.

"Under the present system, if applications are to be filed on an invention in a dozen or more countries . . . and some cases we file in as many as 34 . . . we face a dozen absolute deadlines that must be met. In each of these countries, we must comply with the various formalities required and, in many cases, supply translations. All of this must be done within 12 months after filing the U.S. application.

"Of the dozen countries we file in, at least six or seven will have a patent examining procedure. Although it is now possible to defer examination in a few countries, we continue to find ourselves dealing with several examination processes at the same time . . . each of them starting essentially from scratch.

"In 1957, for example, we filed on an invention for programmed control of telephone switching. This represented a major technological breakthrough. Since then, we have spent many thousands of dollars and many hours of legal work to protect that one invention. Today, more than ten years later, we still haven't gotten all the patents."

In practical terms, as far as the U.S. inventor is concerned, within one year after filing an application in this country he must not only select the countries in which he wants patent protection, but he must file separate applications in the languages of each of the countries, conforming to the diverse formats and procedures. This at a time when the inventor very often has not had any indication by the U.S. Patent Office as to the possible patentability of his invention, and often well before the inventor is fully aware of its commercial value. Very often then there is a tremendous outlay of capital at a stage when the indications of the success of the invention are premature or speculative.

COMMISSIONER OF PATENTS BRENNER will put before experts meeting in Geneva next December suggestions of U.S. businessmen on proposed cooperation treaty. Before his appointment four years ago, Brenner had been since 1960 Assistant Director of Esso Research's Legal Division.

In this regard, the head of a small engineering firm recently complained of losing out to a larger foreign competitor who was able to invest the $1 million required to protect a similar invention in the 50 countries where a market appeared promising.

Last hope

It is the view of the patent office officials in many countries that the treaty is the last remaining hope to prevent the world from moving completely to deferred examination or registration systems. Examining offices must find some way to handle the burden of the presently increasing backlog. It is precisely this burden that the treaty hopes to alleviate.

Fortunately, there has been a general realization that today's realities of duplication, waste of money and manpower, and all the uncertainties of inconsistency and delay diminish the overall value of a patent right in an unacceptable way. Out of this realization the traditional activist and pragmatic approach of the U.S. businessman has taken concrete form. No longer is hope for managing the problems dismissible as out of the question or wishful thinking.

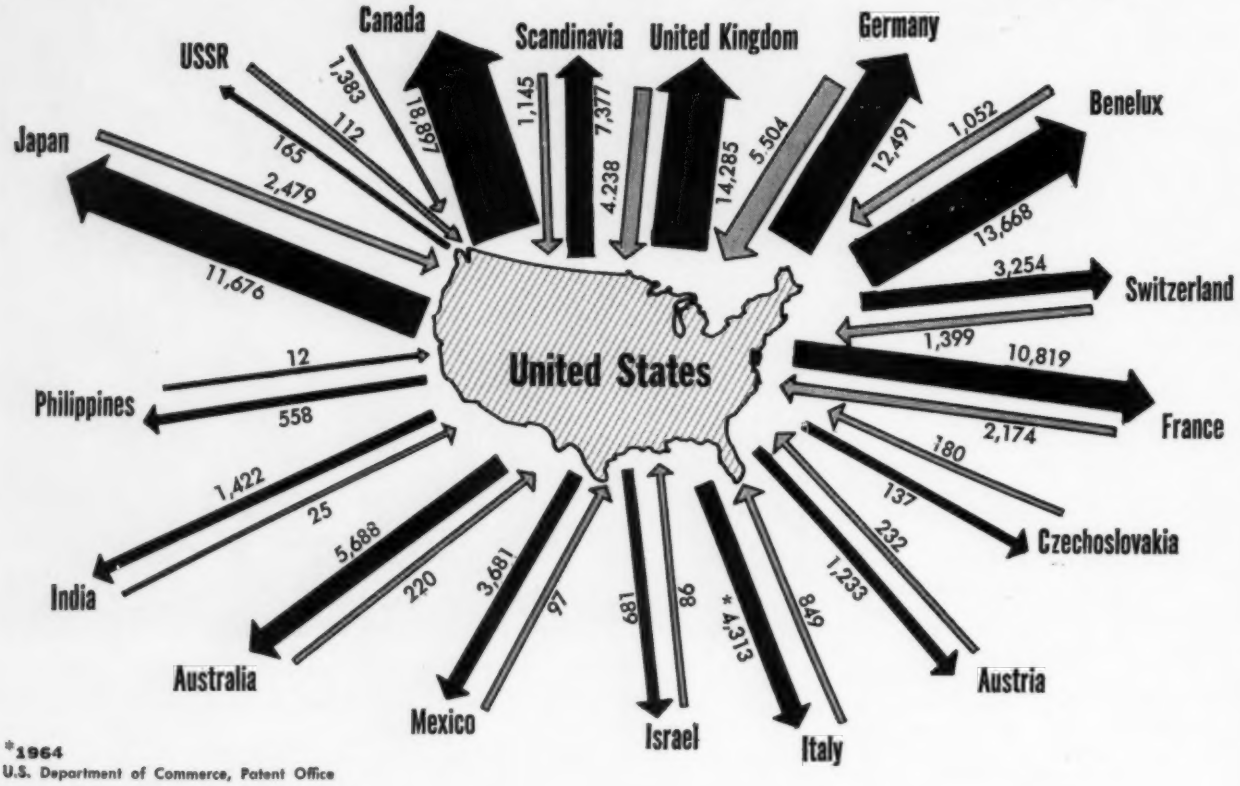
Study requested

Thus, in September 1966 the United States introduced a resolution to the United Bureaux for the Protection of Intellectual Property (BIRPI) requesting that body to undertake an urgent study to develop some solutions. As a result, a first draft of the proposed Patent Cooperation Treaty was published in May 1967 after a number of consultations with patent experts. This draft became the subject of intensive scrutiny and comment.

In the United States the Commerce Department sponsored, during the summer of 1967, a series of well-attended briefing sessions in seven cities to permit communication with industry concerning these vital developments. The views and suggestions from businessmen, patent practitioners, and others formed the basis of official U.S. positions in further BIRPI meetings held in October 1967 and March 1968.

In the March meeting, in addition to the governmental participants, representatives of nongovernmental organizations,

Flow of patent applications between the U.S. and other nations, 1966



*1964
U.S. Department of Commerce, Patent Office

such as the European Industrial Research Management Association, International Patent and Trademark Association, National Association of Manufacturers, International Filing of Convention Applications, all contributed to guide in developing the treaty.

BIRPI has also had other informal consultations with private and governmental experts. The recently issued text can actually be viewed as a synthesis of all of these activities.

It is very much hoped that our nation's businessmen will continue to keep involved in these international patent developments. Industry should be gratified that the form of the recent text reflects its discipline in framing a structure to achieve the end desired with maximum efficiency and, at the same time, avoids the pitfalls of unnecessary administrative organization. The aim is to streamline and modernize international patent procedures so that they serve the interests of our world trade objectives, rather than act as barriers to their full development.

The scope of the treaty proposal deals only with the phases of application and examination. For its implementation it relies mainly on existing facilities, institutions and manpower.

The treaty as now drafted is a procedural rather than a legal effort. It is intended to be an aid, not a substitute for national laws, by simplifying international filing for applicants and by providing participating governments with search and examination assistance. The system outlined below is not exclusive. If an applicant chooses to go the regular country-by-country route in filing his patent applications, he is perfectly free to do so. Use of the treaty, however, would provide an alternative international patent filing procedure consisting of four basic features:

► A single filing of an international application prepared according to uniform format to replace the many separate and diverse national filing procedures now required. This provision of a uniform application format alone is universally considered to be of incalculable benefit.

► An international search report made available promptly to the applicant to better enable him to assess his position and later sent to the countries he designates to assist and expedite national examination.

► Deferral, without loss of rights, of the most substantial expenses of foreign filing (for example, translations, national fees) giving business more time to assess and evaluate patentability and commercial desirability of foreign patent programs.

► An international preliminary examination report, optional for applicants and adhering countries, which will provide an additional deferral of time and further assistance in evaluating patentability for the applicant and receiving patent offices.

Common search report

The treaty provides a set of uniform requirements for international patent applications to result in a common search report for each international application for use in the granting of national patents by the signatory countries. This is known as Chapter I of the treaty. Optionally, applicants, and signatory countries for

that matter, could also participate in Chapter II which would produce an international preliminary examination report. This feature would enable the applicant, and subsequently the countries in which the applicant elected to seek patent protection, substantial assistance in determining whether the claimed invention is patentable.

There are two alternative ways in which an applicant could enter the international system. The first is by filing an international application under the treaty as a first-filed application. This would not be an application claiming priority of a national case, but rather a single international application in which the applicant would elect his own country, as well as other countries in which he seeks patent protection.

The alternative way, and one which would probably be followed by most U.S. applicants would be to file a regular U.S. patent application in the usual way in the United States, followed by an international application within the priority year. While this second alternative involves the filing of both a national and an international application, it is expected that it will be necessary for an applicant to submit only a single copy of the application, the national office preparing the second upon his timely request.

For U.S. applicants, Chapter I would thus involve the initial filing of a regular U.S. application accompanied by the regular U.S. filing fee. Under normal conditions, the applicant would submit a request for international treatment within 12 months of his original filing case. This would give rise to the inception of the international application in the English language. Its content would consist of the demand, an abstract, a description of the invention, drawings in most cases, and claims.

A transmittal fee and an international search fee both of which would be determined by the U.S. Patent Office, as well as an international fee for the International Bureaux would complete the package. After performing any necessary security review as well as a check for basic formal defects, the record copy of the international application would be forwarded by the U.S. Patent Office, or the applicant if he requests a copy, to the International Bureaux in Geneva no later than the end of the 13th month. Between the 13th and 15th months, an international search report would be prepared and forwarded by the U.S. Patent Office to the applicant and the International Bureaux.

To amend his application and, if desired, limit the original designation of countries, two months, the 16th and 17th

NEW BUILDINGS OF U.S. PATENT OFFICE are in the Crystal Plaza complex in Arlington, Va., across the Potomac from Washington. Patent Office quarters were formerly in main Commerce Dept. building.

months, would be set aside for such actions by the applicant. The amendment and final decision on the designation of countries would then be submitted to the International Bureaux which would promptly communicate the amended international application together with the search report to the offices of each of the designated States.

At that time, the international application would assume in each designated State the identity of a regular national application, effective as of its international filing date and subject to the later submission of translations and payment of national fees. Publication of the application together with the amendment and search report would occur at the earliest date required by any designated country, but not earlier than the 18th month.

The applicant will have about 20 months under Chapter I and an additional 5 months under Chapter II to furnish the required national filing fees to the designated offices and to file translations where required.

Under Chapter II of the treaty, an applicant, normally before the expiration of the time limit allowed for amending claims, could file a demand for a preliminary examination report with a qualified examination authority. This would generally be the same office that prepared the initial international search report. At the same time, the applicant would elect those countries in which he desires to use the report. A copy of the demand would promptly be sent to the International Bureaux which in turn would notify the elected countries.

An examination would be performed and would either result in a favorable report or a first opinion directed to rejected claims. In the latter instance, the applicant would be given some period of time, such as 60 days, to traverse or accept the opinion. A second opinion might be rendered and the report would normally be established and sent to the applicant around the 23rd or 24th month.

The effect of using Chapter II would be that the processing of the application before the national offices would be delayed—or rather, would not start—for at least until the expiration of the 25th month from the priority date (providing the applicant files his demand for examination before the 19th month) and, normally, until the international preliminary examination report has become available. Additionally, under Chapter II applicants would be guaranteed 25 months before they would be required to pay national

fees and submit translations to elected States.

Using the drawings, specifications, and claims from an applicant's U.S. application, a single international application of standard format could be filed and perfected in English through the stages of international search and examination right in the U.S. Patent Office. Under the search phase of the treaty, the applicant would gain eight months additional time in which to finalize his decision regarding the actual commitment of funds and resources for feign filings, and if the examination phase were elected he would have yet another five months.

At that time, his commitment of attorney's fees, foreign national fees, translation costs and other costs would be more soundly based on international search and preliminary examination. Moreover, he would have a document normally reflecting favorably upon the patentability of his invention, which should be of substantial assistance in his foreign national patenting and licensing efforts.

The existence of a preliminary examination report under the examination phase should obviate the present requirement by some countries that applicants furnish search and examination results of prosecution in the U.S. Patent Office. This in itself has become increasingly burdensome and objectionable.

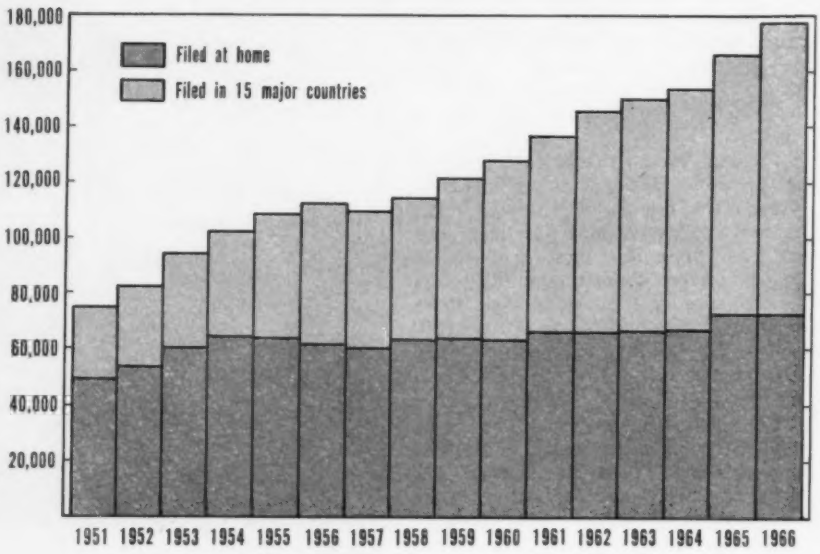
In sum, it would appear that these provisions of the Treaty add up to better, cheaper and frequently quicker foreign protection for U.S. inventions.

Benefits seen

The U.S. Patent Office would, of course, continue to search and examine those applications filed in the U.S. Patent Office for foreigners. These filed under the treaty would be accompanied by an international search report prepared by other searching authorities, which at this time are expected to be the patent offices of the Federal Republic of Germany, Russia and Japan as well as the International Patent Institute at The Hague.

Search and examination programs with which the U.S. Patent Office has been experimenting in collaboration with the German Patent Office and with countries using the services of the International Patent Institute have made it clear that benefits can be realized, especially in locating foreign art. The quality of the U.S. examination is substantially upgraded by the foreign art cited in search reports received from abroad. As international documentation improves and procedures become more harmonized, confidence and reliance on the searches of other authorities will be bound to increase.

Patent filings by U.S. residents



As we see it, some of the advantages of the proposed treaty particularly relevant to our system and the concerns of the U.S. businessman are the following:

- National examining offices would be able to make substantial economies as the proposed system would eventually render superfluous all or most of the work of searching, and also—when an international preliminary examination report issues—most of the work of examination, for most applications filed by foreigners. In the overwhelming majority of countries, such applications exceed in number applications filed by nationals. The Federal Republic of Germany, Japan, and the United States are among the rare exceptions but, in these countries, the absolute number of foreign applications is in itself impressive (31,000, 23,000, and 22,000, respectively, in 1966) and has been approached or exceeded in only three countries (33,000 in the United Kingdom, 32,000 in France, and 28,000 in Canada).
- Even national offices which are distrustful—and in the beginning, they might well be—of the quality of the international search reports and preliminary examination reports, and which subjected each of them to a complete or partial verification, would have a "flying start" in their work, since such work would be in the nature of completing, checking, criticizing, rather than starting from scratch in complete isolation, as national offices do at present.
- Applicants—that is, inventors or their employers or assignees—would have more time to make up their minds as to the foreign countries in which they want to seek protection with accompanying deferral of time for substantial monetary investments.
- The international search report would help the applicant to make up his mind whether it is worthwhile continuing his efforts. If he decides that it is not, he will save all subsequent costs, including the fee for an issuance of an international preliminary examination report.
- The international preliminary examination report would further help the applicant to make up his mind whether to pursue prosecution for national patents.
- U.S. applicants, since the U.S. Patent Office would be a Preliminary Examining Authority, will be able to conduct their negotiation concerning the issuance of the international preliminary examination report in English and with the U.S. Patent Office, with which they are most familiar.
- It is true that in the final stages of foreign patent prosecution, the applicant will still have to operate, as he does today, in unfamiliar and distant offices and in languages with which he is totally unfamiliar. But by that time, he would have in his arsenal an international search report and possibly an international preliminary examination report, both of international standing.
- By allowing stronger patents to be obtained (particularly in nonexamining, developing countries) with less effort and cost, the proposed system may induce in-

ventors to seek protection in more countries, and for more inventions than at present in certain cases.

● The proposed system, by eliminating considerable duplication in work, would avoid useless operations and diminish the cost of prosecuting patent applications. It would generally shorten the time required for examination and the issuance of patents and would thus also shorten the period during which the applicant, would-be licensees, and competitors are in uncertainty as to whether patents will issue or not. It is also to be anticipated that the proposed cooperation would make the value of patents more uniform.

Highlights of 1968 draft

The following highlights reflect many of the changes appearing in the draft which were made to accommodate the needs and views of our businessmen:

Who may file? Only the residents and nationals of a nation party to the treaty could file international applications, and thereby acquire the benefits of the improved procedures under the international system.

Where to file? An application would be filed with the national patent office where the applicant is a resident. It would be the responsibility of the national office receiving the international application to check for compliance with the minimum requirements.

Who will establish the search report? The search report would be established directly by the Searching Authority. At this time these searching authorities are expected to be the patent offices of the United States, Federal Republic of Germany, Soviet Union, and Japan, as well as the International Patent Institute at The Hague.

Languages. Any language could be used which the competent Searching Authority is able to handle.

Fees. The Searching Authority would charge a transmittal fee and an international search fee. In addition, a nominal international fee would be charged to offset expenses of the International Bureau. The national filing fees are not replaced. They would remain as they are when filing is done nationally.

Publication—when? The international application would be published promptly after expiration of the 18th month only if, among the designated States, there is at least one which provides for publication after 18 months. Otherwise, the international application would be published only at the time when, according to the law of the designated State whose law provides for the earliest publication, publication becomes due. If none of the designated States provides for the publication of applications, publication would occur only when the first national patent has issued. The applicant would never see his application published earlier than is inevitable under the laws of the States which he has designated.

WHERE 3,384,000 U.S. PATENTS ARE ON FILE. Stacks in the U.S. Patent Office have every patent issued from 1790 to now. Many thousands of U.S.-filled patents are in such stacks in other countries.

Delaying of translation and national fees. The applicant would be guaranteed that no State could require him to furnish a copy of his application and translation, or to pay the national fees, prior to 20 months after the priority date under the search phase, and 25 months after the priority date under the examination phase.

Delaying of national procedure. Applicant would be guaranteed that the examination and other processing of his application would not be started in the national office of the designated or elected States prior to the expiration of the 20-month or 25-month periods.

Withdrawal of application. The 1968 draft expressly provides that an international application may be withdrawn, and if withdrawn before the technical preparations for the publication are completed, it will not be published.

Amendment of claims. The applicant would be guaranteed the right to amend the claims not only in the international phase, but also before the national office of each designated State, even if that State has a registration system.

No automatic effects. No longer would inaction by the national office of a designated or elected State lead to the maturing of the international application into a national patent in that State. Under the 1968 draft, a patent would always have to be issued on the basis of a positive act of State.

International preliminary examination report. The document issuing after the international examination includes the modifier "preliminary" to recall that it is not the final one, which would be the national examination. The demand for such examination would be presented directly to the competent Preliminary Examining Authority, which would generally be the

U.S. PATENT OFFICE SEARCH ROOM serves the public. Adjacent to this reading room will be files containing upwards of 8,000,000 foreign patents.

same office that prepared the initial international search report.

Review procedures. The draft treaty does not provide for international review. Instead, applicants would be guaranteed independent review by each of the national offices of the designated States.

Substantive law. Under the 1968 draft, any State can deny the grant of a national patent on any grounds. Consequently, any substantive rules of the patent law of any country are and will be compatible with the treaty.

Thus, national sovereignty will be maintained; the issuance of a national patent will be the responsibility and executive act of the issuing nation. Changes required in patent laws have been kept to a minimum so that the coordinated system will allow for the divergent expression of the substantive patent laws in existence. The treaty is not an attempt to impose or replace current patent laws with one overall patent system. Instead, it is merely an administrative discipline to strengthen each.

Prosecution on the basis of an internationally approved patent application format, through to the issuance of the international preliminary examination report, will be with a single authority. Americans would be dealing with their own patent office. What greater degree of communication could American industry anticipate than to prosecute applications for these international documents in their own familiar office? Based on the consequences of their negotiations before the U.S. Patent Office, they will have an augmented basis upon which to form valid conclusions as to whether to tackle the hazards of securing foreign protection.

While, ultimately, some international difficulty because of differences in national substantive laws must be met, it can be seen that under the proposed treaty it need only be met after the results of a meaningful prosecution are known, and the U.S. applicant is armed with reputable international documents.

Meetings planned

Last year, as reported in the Aug. 28 issue of INTERNATIONAL COMMERCE, the Commerce Department sponsored a series of conferences in seven cities by top department officials to explain to businessmen the details of the proposed treaty, and importantly, to permit businessmen directly to confront these officials with their views and recommendations.

So successful was this interchange, as noted by the amendments reflected in the current draft, that the Office of Field Services of the Commerce Department, together with the Patent Office, now is planning to expand this two-way briefing by arranging an itinerary of 14 commercial centers as sites for meetings to consider the new draft.

The briefing team headed by Gerald D. O'Brien, Assistant Commissioner of Patents, will visit New York, Boston, Philadelphia, Pittsburgh, Cincinnati, Cleveland, Detroit, Chicago, Minneapolis, St. Louis, Houston, Los Angeles, San Francisco and Seattle in September and October. Details will be made available to the business community in the calendar of events in future issues of this publication.

Participation urged

In view of the pace of developments and the prospect of the impending diplomatic negotiations next year, attendance should be high and the exchange keen. The nation's businessmen should be participants in these vital international developments which are underway to improve, simplify and reduce the cost of patent procedures for multiple country protection of the same invention.

The challenge is clear; the worldwide patent crisis threatens to choke that very interchange of technology and information which patent systems were intended to facilitate. At the least, we are at critical crosspaths. Critical as is the current situation, a bold, imaginative and comprehensive organization such as proposed under the new BIRPI draft plan may even at this hour help bring matters under control. With the continued participation of U.S. industry it finally appears some real success is close at hand.

Investment control official says non-filing U.S. firms may lose right to special authorizations

Commerce spokesman points out that delinquents can be denied foreign investment rights under new program's regulations

The few companies which have not filed reports on time run the risk of losing their right to receive special authorizations for foreign investment, according to Deputy Director Don D. Cadle of the Office of Foreign Direct Investments, U.S. Department of Commerce.

In a San Francisco speech, Cadle said: "OFDI generally will not consider requests for specific authorizations from companies which have failed to meet the reporting requirements of the program. Habitual delinquents run the further risk of losing all of their foreign direct investment privileges which can be withdrawn under the provisions of the regulations. We have been lenient so far because of the many changes in the regulations and the difficulties that some companies have experienced in interpreting them.

"The program has been in operation for some time, and the regulations have been clarified. The instructions to the quarterly reporting Form (102) will be reissued in the near future to reflect many of the questions which have been raised. Investors will be given 30 days from the issuance of the revised instructions to file their second Quarterly Report presently due in mid-August. It doesn't seem unreasonable to expect timely and complete reporting in the future, particularly in the case of the quarterly reports which permit use of estimates."

Series of meetings

The meeting was one of a series in which OFDI officials are participating in order to acquaint businessmen with the Foreign Direct Investment Program.

The Program was initiated last Jan. 1 to reduce the outflow of funds used for direct investment and help reduce the U.S. balance of payments deficit. Companies cannot legally exceed the allowable limits on transfers of funds from the United States unless they receive a special authorization from OFDI.

In commenting on the coverage of the program, Cadle said, "OFDI now has over 3,000 base period reports on file. These represent most of the direct investors. We estimate that only a few companies and individuals have failed to file base period reports, and that such persons represent only a very small proportion of the dollar amounts subject to the program. There are, however, still some companies which have not filed their first quarterly reports due June 10."

He said OFDI was trying to devise a method of reporting which would ease the paperwork burden on some smaller companies.

"All of the officials of OFDI are well aware that even though this program is legally binding, it cannot be successful in the final analysis without the cooperation of businessmen," he said. "Business in general has been especially cooperative despite the extra expense and inconvenience which the program has caused some companies. Businessmen generally are aware that the program was set up to help deal with a very serious balance of payments problem. They also recognize that it cannot be administered efficiently and fairly unless OFDI is provided with complete and accurate data. The sooner reports arrive, the sooner we can assess the progress of the program and render more meaningful decisions. Getting reports in quickly does not lift the restrictions—but it can help remove some of the uncertainty."

U.S. trade deficit

Export and import figures released last week by the Bureau of the Census reveal that the merchandise trade balance in June was in deficit by $87 million, seasonally adjusted. It was the second consecutive month in which the trade balance was in deficit and the third in the last four months.

As has been the case since last fall, the main difficulty is on the import side; June exports were approximately in line with the longer-term trend.

Exports increased modestly in June to $2,759 million seasonally adjusted, only slightly above the May level and about 7% above a year ago. The increase in exports from May to June reflected primarily higher shipments of machinery and a small increase in copper export sales.

General imports, at $2,847 million seasonally adjusted, were slightly more than 3% above May and more than 25% above a year ago.

An analysis of the second quarter 1968 U.S. Trade figures is now being prepared for INTERNATIONAL COMMERCE readers. It will be published shortly.

Area REEC meeting scheduled in Houston

Midwest and Southwest Councils to discuss world trade problems

The South Texas Regional Export Expansion Council will act as host for an area conclave of Southern, Midwestern, and Southwestern REEC's, to be held in Houston's World Trade Building on Sept. 20.

The conference, to be chaired by National Export Expansion Council Chairman Carl A. Gerstacker, will focus on current international trade problems, policies, and programs pertinent to the national export expansion effort.

Ray R. Brimble, South Texas REEC Chairman, will welcome the participants—from Councils headquartered in the following cities: Albuquerque, Cheyenne, Dallas, Denver, Houston, Kansas City, New Orleans, and St. Louis.

Principal speaker from the Commerce Department will be Lawrence C. McQuade, Assistant Secretary for Domestic and International Business. Roderick M. Gillies, Executive Director for Export Expansion Councils, will open the conference. Reports from each of the participating Councils, as well as special-topic discussions, are scheduled.

A group of Council members is planning to visit HemisFair in San Antonio following the conference.

United States overseas

The export promotion dates on these pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. Trade Center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schedule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade Center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 932, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 926, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Electrical and electronics characteristics measuring equipment. ITALY. Demand in Italy for electronic and electrical characteristics measuring equipment has increased steadily in the past few years as Italy's electronics industry achieved outstanding growth. Italian production of advanced measuring instruments is generally considered inadequate to meet the steadily expanding domestic demand. Trade and industry sources estimate that purchases in 1966 of electrical and electronic measuring instruments by Italian industry amounted to some $49 million. Prospects for sales of U.S. equipment are especially bright in the fields of electronic measuring instruments used in the production of professional electronic products, and all types of "fourth generation" electronic instruments used by the manufacturers and users of integrated circuits and microcircuits and other electronic devices. **Milan Trade Center. Sept. 1-8.**

Materials and cargo handling equipment. THAILAND. The Thai market for materials and cargo handling equipment is growing and becoming more diversified as the nation's economy expands at a rapid rate. The use of mechanized cargo and materials handling equipment has increased steadily over the last decade. Significant increases in the volume of overseas trade, building construction, mining and manufacturing activity have played a major part in encouraging more widespread use of modern handling techniques. This trend is expected to continue and strengthen. The local business climate is currently conducive to increased marketing efforts by a broader segment of the U.S. materials handling industry. To take advantage of these growing sales opportunities, a showing of U.S. materials handling and cargo handling equipment is scheduled to be held in Thailand. **Bangkok Trade Center. Oct. 1-8.**

Plastics production and control equipment. ITALY. Italy is a leading producer of plastics. In the last 10 years, Italian production of plastic materials rose from 116,000 metric tons to more than a million tons, covering almost the full range of condensation and polymerization products, both thermoplastic and thermosetting. Despite their already advanced technological position, Italian manufacturers are actively seeking improved processing techniques and advanced equipment to increase productivity and cut production costs. To help U.S. industry take advantage of the sales possibilities offered by the Italian market, the U.S. Department of Commerce has scheduled a special exhibition of U.S. machinery and controls for use by plastics manufacturers. The U.S. exhibition will coincide with PLAST-68, the International Plastics and Rubber Exhibition, to be held at the Milan Fair grounds where the U.S. Trade Center is located. **Milan Trade Center. Oct. 5-13.**

Advanced metalworking equipment, precision gauges and workpiece/positioning equipment. GERMANY. The economic recovery presently under way in Germany in supporting a renewed demand for machinery for modernization and expansion of German industry. A recent survey shows Germany is on the threshold of applying nontraditional machining processes in the aerospace, nuclear, and automotive industries. The increasing use of intractable materials and the need to work intricate shapes to more precise tolerances offers sales and licensing opportunities to U.S. manufacturers of advanced metalworking equipment and gauges. Call Area Code 202, 967-4162 for additional information. **Frankfurt Trade Center. Oct. 14-18.**

Chemical and petrochemical processing equipment and instrumentation, packaging machinery, textile machinery, machine tools and construction and mining equipment. BRAZIL. Brazil, which is larger than the United States and contains half the population of South America, is at the take-off stage of a Government incentive program to induce industrialization and modernization through private investment. As a result of greater economic and political stability, coupled with Government encouragement of private investment, increased demand prevails, for chemical and petrochemical processing equipment and instrumentation, packaging machinery, textile machinery, machine tools, and construction and mining equipment. Requirements for this type of capital goods should increase 20% to 50% annually during the next five years. U.S. exhibitors will find prime sales opportunities during Commerce's first major effort in Brazil. **U.S. Solo Exhibition, Sao Paulo. Oct. 15-25.**

Equipment for the processing of chemicals, petrochemicals

promotions

and pharmaceuticals. THE NETHERLANDS. The most dynamic sector of the highly industrialized Dutch economy is the chemical industry. It is the most important industry after the food and metalworking industries and has become the second most important export industry. The growth rate of the chemical industry far outpaces all other major Dutch industries in output and investment. Investment in the chemical industry was $359 million in 1966 or 20% of total industrial investment in The Netherlands. Expansion of the industry is expected to continue at a high level for the next several years. The elimination of internal tariff barriers within the Common Market on July 1, 1968, will further expand the market for Dutch chemical producers. The growth of the chemical industry is generating an increasing need for equipment. Dutch producers are eager to utilize the latest technological developments to keep their production facilities modern. This opens up good prospects for the sale of U.S. products. The MACHEVO fair, the most important industrial exhibition in The Netherlands, will provide U.S. manufacturers of equipment, apparatus and instruments for the chemical industry, with an exceptional opportunity to sell to the rapidly expanding Dutch market. **U.S. Commercial Exhibition, MACHEVO, Utrecht. Oct. 16-23.**

Automotive diagnostic/service and accessories show. UNITED KINGDOM. The U.K. market for automotive diagnostic/service equipment and supplies is growing briskly, at an annual rate of 12% with current sales in excess of $28 million. Of this total about 20% is controlled by U.S. manufacturers via either direct export, licensing agreement, or subsidiary companies. Moreover, during the same period, sales of automotive accessories mushroomed to approximately $40 million with continued growth expected. As a result of Britain's rapidly changing attitude toward modern equipment the atmosphere is ripe for U.S. manufacturers of sophisticated automotive maintenance equipment and accessories to capture a greater proportion of this growing market. To ensure your share write immediately to obtain full details on how you may participate in this important exhibition. **London Trade Center. Oct. 16-24.**

Insecticides, fertilizers, agricultural chemicals, consumer goods, industrial and construction machinery and equipment, food processing and refrigeration equipment, and finance. CAMEROON, IVORY COAST. U.S. Trade Mission is scheduled for **Oct. 21-Nov. 16.**

Consumer products. SPAIN. Galerias Preciados, Spain's leading department store group, has scheduled an America Weeks promotion which will feature the sale of U.S. consumer products. Promotional attractions will include a Gemini spacecraft, an Indian folk dancing group, and a Hawaiian performing group. Featured product categories will include leisure and sportswear for youths, lingerie, infants' wear, housewares, bathroom accessories, Christmas gift items, outdoor and sports equipment, hobby equipment, canned foods, certain miscellaneous items, and possibly cosmetics. Telephone Area Code 202, 967-2051 for more details. Promotion scheduled for **Nov. 2-30.**

Climate control equipment. GERMANY. The air conditioning equipment market in West Germany chalked up new gains in 1967 despite a general business slowdown. Another 10% increase in 1968 is forecast, with total sales expected to reach $70 million. The U.S. share of imports in this field is 20%, approximately $5 million dollars. This expanding market offers additional sales and licensing opportunities to U.S. manufacturers of air conditioning and climatization equipment components and controls. For additional details on this exhibit call Area Code 202, 967-4162. **Frankfurt Trade Center. Nov. 4-8.**

Industrial fasteners and adhesives. SWEDEN. Realizing that cost-cutting is essential to continued growth and maintenance of a competitive export position, the major industries of Sweden, Denmark, Norway and Finland are seeking ways to meet head-on the cost-profit squeeze in the face of scarce skilled labor and relatively high wages. Advanced assembly techniques and tools are sought as a means of cutting production costs. The United States has a substantial lead in special labor-saving fasteners and specially-designed parts for production operations. American manufacturers of such fasteners, adhesives, assembly equipment, production machinery and welding apparatus will have a unique opportunity to meet Scandinavian design engineers and production managers who will visit this show. **Stockholm Trade Center. Nov. 6-12.**

Production equipment for the electronics industries. GERMANY. West Germany's electronics industry, the largest in Europe, is tooling-up for a major expansion of production capacity in 1968. With all signs pointing toward a German economic resurgence, a substantial rise of more than 5% to a record level of $2.4 billion for electronics consumption is being forecast. To assist U.S. industry, the Department of Commerce is sponsoring its first showing of electronics production equipment at a major international trade fair. The ELECTRONICA Exhibition, held every other year, is a leading event on the European electronics calendar. A hard hitting market promotion campaign, tailor-made to each individual participant's desires, is already in motion. Book your space now, before the limited area is filled. **U.S. Commercial Exhibition, ELECTRONICA 68—International Trade Exhibition of Electronic Components, Measuring and Production Equipment, Munich. Nov. 7-13.**

Agricultural and forestry equipment and implements, packaging, food processing equipment, metalworking and woodworking tools. EL SALVADOR. The Central American Common Market is exceeded only by Mexico, Brazil and Venezuela as a Latin American market for U.S. products, having imported $385 million in 1966, an increase of 54% over 1960. Duties on industrial and agricultural machinery are moderate and there are few import restrictions. Inter-Central American trade has risen from $33 million in 1960 to $173 in 1966, with manufactured articles now comprising one-third of the trade. U.S. manufacturers can utilize this Fair, the only important one in the area, to effectively demonstrate and sell their products. **U.S. Commercial Exhibition, El Salvador International Fair, San Salvador. Nov. 9-30.**

Environmental test equipment. JAPAN. Japan—that dynamic newcomer to the front rank of industrial nations—is attract-

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each seperate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa, Melbourne and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulates General in Melbourne and Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

ing worldwide attention to its amazing economic growth. The industrial advances being made by Japan have created a definite need for environmental test equipment. This market is estimated at $18 million now and should reach $25 million by 1970. Many segments of Japanese industry are just beginning to find a definite need for environmental test equipment. With a phenomenal growth of the Japanese aerospace industry, both in the production of foreign and its own design, together with the entrance into missile and space fields, Japan's aviation industry is encountering test requirements that it has not had to meet heretofore. This growth as well as the growth in such areas as shipbuilding (world's largest), automotive production (second to the U.S.) and consumer products, dictates the need for still additional environmental test equipment. Call Area Code 202, 967-4511 for additional information. **Tokyo Trade Center. Nov. 11-16.**

Industrial process controls and computers. ITALY. Italy has one of the fastest growing economies in all of Europe, and industrial expansion and modernization is setting the pace. Italian demand for process control equipment was estimated at $63 million for 1967, and experts in the field feel that the market will double by 1970. The trend towards automation, the expansion of Italy's power, chemical, petro-chemical, and metal processing industries, and sharp international competition have combined to create a very strong demand for industrial process control systems. American products in this field are finding a high degree of acceptance among Italian businessmen and industrialists. This exhibition will be held in conjunction with the Italian biannual exhibition of automation and instrumentation equipment at the Milan Fair Grounds, adjacent to the U.S. Trade Center. For information, call Area Code 202, 967-4508. **Milan Trade Center. Nov. 20-26.**

Laser equipment. GERMANY. Germany's $2 million laser market is expected to double by 1970. Until recently, German market sales have been primarily to scientific and industrial research facilities. However, the market for industrial applications is expected to expand rapidly as new equipment is offered. The dominant position of U.S. equipment is an expanding market and the fine reputation it already enjoys in German scientific and technical circles, provides a unique sales opportunity for U.S. firms. **Frankfurt Trade Center. Dec. 2-6.**

Metallurgical equipment, systems, and alloys. SWEDEN. Scandinavian metals processors imported $32 million in equipment, systems and metals from the United States in 1966. American firms supplied 72% of all imported nonelectric furnaces and 69% of induction heaters. Commerce studies show that market prospects are exceptional for a variety of equipment and processes designed to modernize metals production operations. Rising international competition has underscored the need for these export oriented industries to revitalize their productive facilities. The show will attract Scandinavian metallurgists, production managers and plant engineers, as well as importers and agents representing these industries. The scope of this promotion will include special metals and alloys; metals production and casting equipment; industrial process heating and cooling equipment; testing, inspection and control devices, cleaning and finishing equipment, and materials handling systems related to the metals engineering industries. **Stockholm Trade Center. Dec. 4-10.**

Aviation equipment. UNITED KINGDOM. There is a growing demand in the U.K. for all types of sophisticated aviation

equipment used on aircraft, by ground control centers, and airport terminal facilities. Projected 1968 sales of airborne avionics equipment are estimated at $100 million while purchases of airfield electronics gear are approximated at $14 million during the same period. U.S. manufacturers are in a position to capture a growing share of this market for it is anticipated that increased reliance will be placed on imported avionics equipment in the future. To ensure your share call Area Code 202, 967-3838 to obtain full details on how you may participate. **London Trade Center. December 4-12.**

Advanced medical equipment. JAPAN. Seven thousand Japanese hospitals offer an excellent market for U.S. medical equipment. Categories showing particularly high sales potential are electrocardiographs, biological electronic measuring instruments, monitors and telemeters, medical research and test equipment, medical radioactive measuring instruments, medical television and applications, data processing systems, bioelectro stimulators, and environmental hygienic devices. For additional information on how your firm can promote its products in this fertile market, call Area Code 202, 967-5622. **Tokyo Trade Center. Dec. 9-14.**

Shipbuilding and marine equipment. SCANDINAVIA. The shipbuilding and marine industries are traditionally important to the Scandinavian countries. Sweden is one of the largest shipbuilding nations in the world. Together with Norway, Denmark and Finland, the Scandinavian countries produce 15.5% of the world's ships in terms of tonnage. Aware of the importance of these activities, all four countries are striving to modernize and increase the efficiency of their operations. Each has established programs to further the development of these industries. A recent market survey revealed that this is a promising market area for a wide variety of equipment for the shipbuilding and marine industries. The exhibition will allow U.S. manufacturers of equipment for these industries to show and sell their products to a select audience of shipbuilders, ship owners and operators, naval engineers, ship designers and others concerned with maritime activities. Firms interested in this event should telephone Area Code 202, 967-4975. **Stockholm Trade Center. Jan. 15-21, 1969.**

Computer displays. UNITED KINGDOM. The U.K. demand for computer graphic-display systems is expected to grow substantially in the future. Within the next ten years several thousand units will be installed by airlines, banks, stockbrokers, government agencies, and industry. Equipment showing favorable market potential include C.R.T. systems, digital incremental plotting systems, digitisers, automatic drawing equipment, high speed printers, alpha-numeric indicators, and data transmission systems incorporating computer graphic-display systems. For complete details telephone Area Code 202, 967-3839. **London Trade Center. Jan. 17-21, 1969.**

Chromatography and spectroscopy instrumentation, equipment, and methods. GERMANY. Germany is a thoroughly international field in which highly developed instruments for research find ready acceptance irrespective of origin, and for special equipment, regardless of price. Projected expenditures for science have grown 146% from 1961 to 1966. A 100% gain is expected by 1970, compared with the 1966 expenditures. U.S. spectroscopic and chromatographic instruments are already widely accepted. Firms planning to exhibit new equipment, accessories and methods at the U.S. Trade Center exhibition should call Area Code 202, 967-4162. **Frankfurt Trade Center. January 20-24, 1969.**

DISPLAYS AT TRADE CENTER SHOWS run the gamut from heavy construction machinery to the delicate precision industrial photographic equipment shown above, including almost all major product categories made in USA.

Packaging machinery and equipment. JAPAN. Japan's growing economy now offers advanced and high speed packaging machinery manufacturers high sales potential in 1969. U.S. products are rated very high and import demands at this point are favorable. Total world exports to Japan in 1968 are forecast at $3 billion. The packaging machinery market in Japan stood at $60 million in 1967. Product potential for U.S. equipment calls for advanced shrink packaging machinery, blister packaging machines, vacuum packaging machines, liquid product filling machines, cartoning machinery, labeling machines, dry packaging machines, viscose product filling machines, capping machines, pouch packaging machinery, fabricating package equipment and special application machinery for milk, cheese, butter and dry powder products. Call Area Code 202, 967-3973 and reserve your space. **Tokyo Trade Center. Jan. 27-Feb. 1, 1969.**

Reprographic, microfilming and advanced documentation equipment. ITALY. Currently purchasing reprographic, microfilming and advanced documentation equipment at a rate of $20 million annually, the Italian market for this type of equipment is expanding at a rate of 20% per year. Eighty percent of the domestic demand is served by foreign suppliers, among which U.S. equipment producers are established in the dominant position. Italian industry has only recently begun to understand the need for modern office organization and operation. There is an increasing demand for both standard and sophisticated equipment, and the consumer base is expanding rapidly. Government and Municipal organizations are beginning to employ reprography, microfilm and advanced documentation equipment. Scientific and research institutions and universities are expected to have more funds available for the purchase of this type of gear. Banks have been pioneering in the use of this type of equipment and still represent a large commercial potential, together with industrial corporations and other business firms. Insurance companies are also equipping with copiers but have yet to seriously consider microfilming

equipment. Large department stores have started to offer copying services. Reprographic job shops are springing up everywhere, especially in the industrial north, and are enjoying brisk business with an ever increasing number of customers. In the face of increasing competition from Europe and the Far East, the future of U.S. suppliers in the Italian market lies in their continued efforts to merchandise, promote and sell what the Italians themselves consider to be the most complete, advanced and finest equipment available from any source. **Milan Trade Center. Feb. 5-11, 1969.**

Equipment for the graphic arts industries. GERMANY. The size of the German graphic arts equipment market is approximately $120 million yearly, highly diversified and expanding. There is a trend towards larger size enterprises. There is even stronger trend on the part of medium sized and small printing shops to increase productivity and quality by means of better machinery and equipment. Imports from the U.S. have been running at about $8 million annually in this field. A recent market survey for the Department of Commerce has focused attention on those areas of increased opportunity for U.S. manufacturers. For additional information, telephone Area Code 202, 967-4162. **Frankfurt Trade Center, Feb. 17-21, 1969.**

Oceanographic instruments and equipment. UNITED KINGDOM. The United Kingdom is a world center for oceanographic research and marine engineering. Leading manufacturers from every part of the world will be displaying the most sophisticated equipment available at Oceanology International '69, the first fully international exhibition/symposium of its kind to be held in Europe. For full details on how you may participate, telephone Area Code 202, 967-4653. **U.S. Commercial Exhibition, Oceanology International '69, Brighton, England. Feb. 18-21, 1969.**

Water purification and desalination equipment. ITALY. There is a growing need for water desalination, purification, supply and pollution control equipment in Europe, the Mediterranean area and the Middle East as existing water resources, which are often very limited, are being used up or polluted. To ensure that American industry has the opportunity to avail itself of the sales possibilities, arising in these areas for water desalination utilization equipment, PURAQUA, a U.S. Exhibition and Congress relating to water purification and desalination will be held in centrally located Rome. Presented under the Government's Export Expansion program, this major exhibition will be managed by the Department of Commerce and co-sponsored by the Department of Interior, Atomic Energy Commission, Department of State, and the Export-Import Bank. Although this exhibition and congress will be highly promoted throughout the European, Mediterranean, and Middle East areas, the Italian market itself would warrant an event of this scope. The increasing requirement for water in the Southern part of the country and on a number of islands can only be met by desalination. The growing industry in the North is stimulating the demand for water re-use systems, purification and pollution control installations. For additional information, call Area Code 202, 967-3944. **U.S. Commercial Exhibition, PURAQUA, Rome. Feb. 17-22, 1969.**

Welding and cutting equipment and supplies. GERMANY. The Department of Commerce will sponsor a U.S. Exhibition at the Seventh Welding and Cutting Trade Fair at Essen in September of 1969. This fair is held every four years and is acknowledged to be the largest and most important fair in its field. For further information call Area Code 202, 967-4161. **U.S. Commercial Exhibition, Seventh Welding and Cutting Trade Fair, Essen. Sept. 20-28, 1969.**

Measuring, recording and control instrumentation for the chemical industry. GERMANY. The Department of Commerce will organize a U.S. Exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. For further information call Area Code 202, 967-4161. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt. June 17-24, 1970.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

Advanced fluid power equipment and fluidic devices. GERMANY. A 12% annual growth rate in the fluid power equipment market in Germany has been predicted for the next five year period. U.S. products have gained wide acceptance and already dominate in the fields of airborne hydraulics systems and pneumatic tools. **Frankfurt Trade Center. Sept. 16-20.**

Advanced electronic components, instruments and equipment. JAPAN. The accelerating $3 billion electronic industry in Japan imports more parts and equipment from the United States than from any other nation. This joint U.S. industry/Government exhibition will be the largest of its kind ever held in Japan. **U.S. Commercial Exhibition, Japan Electronics Show, Tokyo. Sept. 17-23.**

Printing and bookbinding equipment. SCANDINAVIA. The four Scandinavian countries constitute a combined import market for related products exceeding $39 million. In 1966, American producers supplied 55% of all typesetting machines sold to Sweden; 89% of all parts for rotary presses sold to Finland; and 87% of all typesetting machines sold to Norway. **Stockholm Trade Center. Sept. 18-24.**

Nuclear instrument systems and components. UNITED KINGDOM. The total market in the U.K., including industrial, medical, and research is estimated at $15 million, of which the replacement figure, excluding new users, is about $2½ million. **London Trade Center. Sept. 18-25.**

Machine tools, industrial controls, engineering and maintenance, welding and cutting, and materials handling equipment. JAPAN. Space limitations in the U.S. Trade Center in Tokyo have precluded the possibility of presenting a broadly based U.S. exhibition, including many large pieces of equipment, which would be representative of U.S. capabilities in the area of industrial modernization. Sponsored by the Japan Management Association, this fair was first held in 1960 and has shown steady growth in size and importance to the Japanese industrial community. **U.S. Commercial Exhibition, Japan National Plant Engineering and Maintenance Show, Tokyo. Oct. 7-12.**

U.S. laser equipment, accessories exhibition will be aimed at broad European interest

First such Commerce show set to be held at Frankfurt Trade Center in December, along with symposium on new technological developments

Beamed at growing European interest in laser technology, the first U.S. Department of Commerce overseas exhibition featuring laser equipment will take place at the U.S. Trade Center in Frankfurt Dec. 2-6.

The event offers U.S. manufacturers of operational laser equipment, components and accessories a unique regional sales opportunity to capitalize on their already dominant position and solid reputation in an expanding scientific-industrial market.

Research organizations, industrial firms, and universities throughout Europe are the target audience for the Frankfurt exhibition.

Market research undertaken for Commerce forecasts that the present $2 million annual market for laser equipment (non-military applications) in West Germany alone will double by 1970. U.S. products presently account for about 80% of German laser equipment purchases.

German sales until recently have been primarily to scientific and industrial research facilities, but the market for industrial applications of lasers is expected to expand rapidly as new equipment is offered.

The market survey found that the German electronics and fine-mechanical industries are "on the verge of employing lasers in manufacturing processes," and laser experimentation by other industries is aimed toward this take-off point. Lasers are coming into increasingly greater use in several fields of scientific research such as medicine, meteorology, physics, physical chemistry and the life sciences.

Laser equipment in demand includes complete lasers of the solid-state, gas, and injection types; power sources; laser materials and components, including crystals and highly specialized optical components, and accessories for a variety of applications ranging from precision measurement to metalworking and welding operations.

U.S. manufacturers of laser equipment can reach this key audience at a minimal cost through the Frankfurt exhibition and the tailored market development campaign being conducted by the Trade Center staff and U.S. diplomatic posts throughout Western Europe in advance of the December event.

In connection with the Frankfurt show, a symposium also is planned to bring together recognized American and international authorities in the laser field.

U.S. companies may obtain more information on the laser equipment exhibition from the U.S. Department of Commerce (BIC-928), Washington, D.C. 20230 (telephone: Area Code 202-967-4713), or from any of the 42 Commerce Field Offices.

America Weeks boost London store's sales

With overall sales up by nearly 30% over the same period last year, and sales of U.S. consumer goods approaching triple the previous year's volume, Harrods of London successfully withstood the effects of British devaluation and austerity, as the English department store wrapped up its America Weeks sales promotion of U.S. and British goods, held Feb. 27-Apr. 13.

The announcement of last November's devaluation threatened cancellation of the promotion, but Harrods simply switched the emphasis of the sale from import-only show to a "The Best of Both Worlds" theme. British goods which enjoy top sales on the American market were displayed next to the U.S. exhibits. (See earlier report in the Mar. 25 issue of INTERNATIONAL COMMERCE).

The result, according to one Harrods official, was "the largest and most successful promotion the store has had." Sales of U.S. merchandise increased 174% over a similar period in 1967, and Harrods' overall sales increased 29%, in spite of the devaluation-caused high cost of the American products.

U.S. goods on display included foodstuffs; cosmetics and toiletries; furniture and furnishings; clothing; household appliances; giftware; fabrics; jewelry; and paper goods.

There were three major American promotional activities—a Colonial Williamsburg setting; a space exhibition centered around a Gemini spacecraft; and a troupe of American Indian dancers. Gemini and the Indians drew the biggest crowds, and many people obviously stayed to buy.

U.S. CONSUMER PRODUCTS displayed in a Colonial Williamsburg setting caught the eye of British buyers at the America Weeks promotion at London's Harrods Stores, boosting sales of U.S. goods 174%.

New Japan sales seen for marine equipment

Projections good for several years following Tokyo Trade Center show

Predictions of sales during the first year following an exhibition of U.S. shipyard and marine equipment at the U.S. Trade Center in Tokyo reached over $5 million, and all 38 of the companies in the show reported that they had achieved all or a good portion of their primary objectives in entering their products in the exhibition.

Over 2700 visitors saw the advanced U.S. equipment and supplies on display at the Trade Center during the six-day run of the show, June 17-22.

Many other exhibitors claimed that due to advance purchasing by the Japanese shipbuilding industry sales during the second year following the show could be much higher than those during the coming twelve months.

The opening day of the show drew an impressively large gathering of the most influential members of the Japanese shipbuilding community.

In addition, representatives from world-famous shipowning companies, shipping lines and the national maritime agencies crowded the Trade Center's exhibition halls to study the widest range of the most advanced and sophisticated American products ever to be presented to the constantly growing Japanese shipping industry.

American exhibitors reported that their equipment attracted considerable interest among the senior executives present and there seemed good long-term prospects for sales in Japan.

Guests for the opening ceremonies were Iwazo Kaneko, Parliamentary Vice Minister for Transportation, and Masashi Isano, President of the Japan Shipbuilders Association. They were joined by Minister David L. Osborn of the U.S. Embassy.

Later Mrs. Johnson, wife of Ambassador U. Alexis Johnson, broke a bottle of champagne on a mock-up of the bow of a ship called the U.S.S. Boeki Maru (translation: Trade Ship).

Guests were then conducted on a tour of the exhibition and a reception was held in the Trade Center so that the leaders of the Japanese industry could inspect and discuss each individual product being displayed by the 38 participating American companies.

STUD FASTENERS by Nelson Stud Welding Division, Gregory Industries, are examined by Masahi Isano, president of Japan Shipbuilders Assn. (above left) and Iwazo Kaneko, Japanese Parliamentary Vice Minister for Transportation (above center) at the opening of marine equipment show in Tokyo.

JAPANESE REPRESENTATIVE for Rockwell Manufacturing Co. (above center) explains the operation of a special valve to Jananese industry and government visitors. Control Data Corp. computer system (below) was a popular attraction throughout the six-day duration of the Trade Center exhibition.

U.S. firms eye burgeoning world markets for advanced technology, equipment in oceanographic field

Brighton, England exhibition, symposium to draw top scientists, engineers from around the world to see newest U.S. instruments

The stepped-up pace of oceanographic research and marine engineering in the United Kingdom opens challenging new business opportunities for U.S. makers of equipment to develop the oceans' vast resources.

To help American industry boost its share of this fast-growing market, the U.S. Department of Commerce will sponsor a display at Oceanology International '69, Europe's first major international exhibition and symposium for the promotion of oceanographic products and services, Feb. 18-21, 1969, in Brighton, England.

The U.S. section of the international exhibition is expected to attract worldwide attention from major segments of the oceanographic community. U.S. manufacturers are invited to reserve exhibit space now.

The international symposium is being arranged under auspices of the Society of Underwater Technology of Great Britain. Prominent oceanological scientists, engineers and technicians from many nations will present papers on developments and innovations in their specialized fields. U.S. participation is being coordinated by a committee of leading American oceanographers from Government and industry.

Encore to Frankfurt

The U.S. display at Brighton of American industry's newest and most advanced oceanographic products will provide an encore to the highly successful show of oceanographic instruments and equipment at the U.S. Trade Center in Frankfurt, Germany, in November 1966.

The 35 U.S. exhibitors at that show report sharing in approximately $2 million worth of new overseas business in the year following the show and appointment of 23 agents to handle their products on a long-term basis. They strongly urged Commerce to put on another similar show in 1969.

The United States, with the most comprehensive range of oceanographic equipment and the most extensive fleet of survey vessels in the world, holds a competitive edge in the world oceanographic market. The United Kingdom and other maritime nations look to the United States for modern instrumentation to develop their oceanographic resources, according to market studies conducted for the Commerce Department.

The United Kingdom alone spends a substantial sum annually for oceanographic projects, with both government and private groups being potential customers for U.S. equipment. Oceanography has taken on increased importance in Britain as a result of discovery and development of petroleum and natural gas in the North Sea.

Research finds markets

Intensive market research shows especially good business opportunities for U.S. equipment in the following applications of oceanography: Marine biology and geophysical research; offshore drilling; marine and civil engineering and construction; ocean mineral and food resources development; underwater photography and television, and navigation.

U.K. oceanographers, engineers and manufacturers need marine sensors of all types, both for end-use and as components. Shallow-water profilers, to give written records of the sea depth, including portable types carried by divers, are in demand. Sub-bottom profilers (boomers and sparkers) should find good markets.

There is strong interest in telemetry buoys and bottom markers. Equipment for navigation by artificial satellites also is sparking interest. A favorable market exists in the United Kingdom for advanced precision depth recorders for locating suspended instruments above the sea bed. Advanced underwater sound systems for fish-location and fish-counting projects also are in demand.

Other products with good market potential in the United Kingdom for U.S. manufacturers include battery-operated ballast and buoy release devices, submarine photometers, coring devices and bottom samplers, underwater lighting systems and television cameras, mono-mooring hose, and offshore drilling and pipeline specialties.

The United Kingdom has a favorable market for underwater workboats used by scientists in the laying, reading and recovering of instruments. Engineers also are using them for inspecting and repairing underwater pipes, valves and supports.

American manufacturers and suppliers participating in the U.S. exhibition at Oceanology International '69 will benefit from a broad market development program now underway to attract buyers, agents, distributors and manufacturing licensees from the United Kingdom and other maritime nations of the world.

U.S. firms interested in taking part in the Brighton show may obtain more information from the Bureau of International Commerce (code 942), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202-967-4653), or from any of the Department's 42 Field Offices.

Japan Management Assn. plans to run catalog center at concurrent Tokyo fairs

The Japan Management Association has announced plans to establish a catalog information center during the concurrent Plant Engineering and Maintenance Equipment, Material Management, and Heating, Air Conditioning, and Sanitary Engineering Exhibitions, all of which are scheduled to be held this fall, from Oct. 7-12.

About 40 U.S. firms will be represented in the official U.S. Exhibition at the Plant Engineering and Maintenance Exhibition, and these companies as well as other firms have been invited to supply quantities of their product brochures for distribution through the Japan Management Association catalog booth at the Tokyo shows.

Up to 5,000 copies of each brochure or flyer will be accepted, and JMA will sort them according to product category and display and distribute them during and after the exhibitions. Distribution will be made to interested Japanese and other potential buyers and agents for the various U.S. products.

Literature from all American firms with products relevant to the show themes will be accepted. JMA is making a nominal charge for the service.

Write: Japan Management Association, Kyoritsu Building, 25, Shiba-Park, Minato-ku, Tokyo, Japan.

PRODUCT DISPLAYS on board Automatic Radio's plane are shown to U.S. Ambassador to El Salvador Raul Castro (left) and other business and government officials by company president Walter Semonoff (right) at the plane's stop in San Salvador one of 27 cities visited on the Western Hemisphere sales

Airborne company tour gathers sales throughout Latin America

Automatic Radio International display of product lines nets 11 new distributors, 55 inquiries, immediate sales of $80,000

"One incident alone emphasized how important it was to take our Flying Showcase down there," said Walter Semonoff. "One group of people flew from Belo Horizonte to Sao Paulo just to see the display—that's like flying from Los Angeles to Chicago for a one-room, one-day commercial exhibition. Another group drove all night through the Andes Mountains from Quito to Guayaquil, Ecuador, to visit the aircraft."

The incidents occurred on a 22-country visit throughout the Western Hemisphere by Automatic Radio International's "Flying Showcase," a Convair aircraft especially outfitted to demonstrate the company's lines of stereo tape players, automobile air conditioners, car radios, and truck refrigeration systems.

Walter P. Semonoff, president of the Melrose, Mass., firm, indicated approximately $80,000 in "on-the-spot" sales, and a projection of $100,000 in six months and $775,000 for 12 months.

The $775,000 figure he based on the addition of several new distributors and licensees (11 in all), 55 inquiries for distributorships and licenses, and 8 personal visits to the plant by other interested individuals.

"The concept of our airplane tour seemed to fulfill a number of our requirements; first, we wanted to cover as much ground as possible; second, we needed a place to actually show and demonstrate the products we manufacture, and third, as far as we know, no one had ever done anything quite like this before, which gave us a greater opportunity to exploit the operation," Semonoff said.

U.S. Commercial Officers at Embassies and Consulates along the plane's route cooperated with Automatic Radio, setting up appointments with local businessmen and personally inviting government officials and the best bets among potential local buyers to see the plane display.

"We planned the trip for business, not for headlines, television, radio interviews and brass bands at the airport," Semonoff said. "They all helped, I am sure, but we went after business, and we are extremely pleased with the outcome."

Accomplishments included: the addition of 11 new distributors and licensees; in most countries existing Automatic Radio distributors signed up new dealers, while others confirmed plans to begin assembly operations under license; in Brazil, ground-work was laid for establishment of a joint venture in that country, with the support of a prominent banker; in Argentina, a new partner was introduced to the existing licensee, doubling his capacity; in Chile, where the company had not been able to sell anything before two licensees were confirmed, one of whom placed an immediate substantial order; in Mexico, substantial commitments were obtained from several potential licensees; and plans were laid to assemble various products under license for the Central American Common Market.

"Some of our distributors and licensees added other product lines of the company, and in one instance a new partner was obtained for our local man," explained Semonoff, who was aboard the aircraft through most of the tour. "We also found substantial official government interest in our line of mobile refrigeration systems. One Minister of Agriculture told us he thought our system might be of great help in solving the problem of loss of perishable foods being moved to market from outlying provinces."

Irish education and training fair scheduled for November

Ireland's first International Education and Training Exhibition has been scheduled for Nov. 12-16 this year, and U.S. manufacturers of products falling in these categories have been invited to show their products at the fair.

Recent developments in Irish education and training include a major program of construction and refurbishing already under way in many primary and secondary schools, a plan for nine new regional technical colleges, construction of industrial training centers, and major expansion programs at the universities.

The exhibition will have the official support of the Irish Department of Education, and government and private purchases are expected to be made at the show in line with the latest government policy placing education and training in the forefront of national priorities.

Write: Exhibition Hall, Royal Dublin Society, Ballsbridge, Dublin 4, Ireland.

Smaller German printing firms offer good U.S. equipment market

Frankfurt Trade Center exhibition to sell to graphic arts plants with under 200 employees, producing half Germany's printing

The German graphic arts industry is undergoing such rapid growth that even small and medium-size firms have embarked on a program of expanded production through the purchase of better machinery and equipment.

Market research for the U.S. Department of Commerce points to these smaller printing and graphic arts plants as the best sales prospects for American manufacturers of advanced graphic arts equipment. For that reason, they will be the particular target of a special exhibition at the U.S. Trade Center in Frankfurt next Feb. 17-21.

The small and medium shops, classified in a survey made in Germany for Commerce, range in size from a few workers up to as many as 200. They represent the preponderant number of companies and account for almost half of Germany's graphic arts business.

The Trade Center's exhibition of equipment for the graphic arts industry will put U.S. exhibitors' products on view for some 9,400 German printing shops in all, and particularly before a hard-core potential market of 3,361 industrial printing enterprises employing more than 10 persons.

Interested U.S. companies are invited to reserve space now for the February show, which will precede all other major international printing exhibits scheduled for Europe in 1969. The exhibition also is the first in this field since Germany's economic recession and coincides with the resumption of capital goods buying by her industry.

Trends seen

Besides the trend toward larger-size printing enterprises, and productivity growth among smaller and medium-size firms, the market survey spotlights several other trends:

► Demands for higher quality in mass-circulation printing (spurred by growing competition from color television advertising) are causing a corresponding demand by the printing industry for better equipment.

► High-speed photo-composing has only recently been adopted by large printing plants. Computerized type-setting is foreseen in further rapid expansion of this field.

► Offset and gravure printing are expanding more rapidly than letter-press printing, and the beginning of offset printing of newspapers is expected to accelerate with the demand for more color.

Perhaps the major spur to new equipment acquisition is the increase in labor costs. Rising wages in the German printing industry, already the highest in Europe, are putting pressure on all enterprises to invest in labor-saving machinery.

The German graphic arts equipment market can be measured currently at approximately $120 million in annual purchases, with about $8 million per year in imports from U.S. manufacturers.

Equipment in demand

General classes of equipment in demand, to be featured in the February exhibition, include automated typesetting equipment, color scanners and correction equipment, pre-sensitized plates for offset printing, finishing and binding equipment, web offset presses for newspapers, business forms and commercial use, and a full line of ancillary equipment. Special purpose highly-automated equipment for various processes will find extensive buyer interest.

A broad market development campaign among all potential equipment buyers during the months preceding the Trade Center exhibition will assure a prime business audience for exhibiting companies. The Center's agency-finding service will assist firms seeking sales representation in Germany.

A Commerce-sponsored exhibition of printing and bookbinding equipment at the U.S. Trade Center in Milan during February 1967 resulted in show-related sales of $1,378,000 within the first year for 34 U.S. exhibitors. Negotiations begun during the exhibition also produced 12 new agency agreements.

American manufacturers of equipment for the graphic arts industry may obtain more information on the Frankfurt exhibition from the U.S. Department of Commerce (BIC-928), Washington, D.C. 20230 (telephone: area code 202-967-4162), or from any of the 42 Commerce Field Offices.

Ethiopia announces major fair to be held in 1969 at Asmara

Construction work has begun on pavilions and exhibition sites for ASMARA EXPO '69, the international trade fair of Eritrea Province of Ethiopia. The event, set for Feb. 1-23, 1969, will be Eritrea's first major economic fair in 25 years.

U.S. commercial officers have reported that considerable export opportunities for U.S. manufacturers exist in the Eritrea area. The province is one of Ethiopia's most developed areas, and agriculture and selected industries are expanding constantly.

Major areas of interest to American exporters include agricultural machinery, dairy equipment, meat-packing equipment, and minerals exploitation machinery.

Write: The Vice Governor General of Eritrea, Asmara, Ethiopia.

Textile designers invited to Milan market exhibition

U.S. textile designers have been invited to include displays of their designs in the International Market-Exhibition of Designs for the Textile Industry, scheduled for Sept. 22-Oct. 6 in Milan, Italy.

This year's show will be the fifth in a series. The last edition, in 1966, included some 150 exhibitors, showing designs for clothing, furnishings, household linens, bathing suits, foulards, sweaters, and fabrics. The 1968 exhibition will include all textile designs without limitation.

Meetings and seminars on various aspects of textile design are planned for trade visitors to the show.

Write: Secretary, International Market-Exhibition of Designs for the Textile Industry, Viale Borri 21, 21052 Busto Arsizio, Italy.

Broadcasting convention set for London during September

U.S. firms in the electronics and broadcasting fields who have representatives or offices in the United Kingdom may wish to notify these officials of the International Broadcasting Convention, to be held in London, Sept. 9-13.

Survey papers will be delivered on broadcasting subjects by experts from all parts of Europe and from the United States. An international attendance of well over 700 is expected.

For further information, **write:** The International Broadcasting Convention, Savoy Place, Victoria Embankment, London, W.C.2, England.

4,622 KILOMETERS OF NEW HIGHWAYS is one of the primary targets in Iran's Fourth Plan. Asphalt is being laid on this road near Assadabad Pass.

ON-SCENE REPORT

Iran—where the action is

Visitor sees controlled business boom continuing as Fourth Plan gets under way

By DAVID E. WESTLEY
Near East-South Asia Division, BIC

The spectacular and glamorous events surrounding last fall's coronation of the Shahanshah of Iran now are in the past but Tehran still retains an atmosphere of excitement, bustle, and anticipation. There is also a distinct sense of determination and direction. Iran is where the action is and Iranians—and others—are well aware of it, especially the business community.

The big news is Iran's new Fourth Plan for economic development with its planned total public and private expenditures of $10.8 billion, a figure more than twice that of the previous plan which concluded this past March. That the Fourth Plan lays special emphasis on industrialization and on private enterprise is significant. It comes at a time when the Iranian businessman is confidently ready to meet the challenge by investing his money and talents in industry.

His new confidence is based upon the country's unprecedented record of economic expansion coupled with political and financial stability, in turn a tribute to Iran's leadership and the group of highly competent, western-trained planners, economists, and administrators who are managing to sustain a controlled economic boom that has avoided any serious threat of inflation.

"I have had this computer for a year," reported the owner of a large shoe factory, motioning toward a small IBM computer which he uses to record and analyze sales data from his more than 200 retail stores throughout the country as an aid in planning production. The firm, which produces and sells every sort of footwear from dress shoes to swim fins throughout the Middle East, Africa, and to some of the Bloc countries, has now decided to turn in its computer and lease another with twice the capacity.

Perhaps this plant and management is not typical of Iranian private industry, but the company's rapid growth and eager reaching out for modern techniques of production and merchandising is typical of the vitality which seems more and more a part of Iran today. This same vitality and spirit of self-confidence is readily apparent to the visitor.

In addition to the visible evidence of new construction everywhere, the local newspapers daily carry announcements of the inauguration of another factory or project, news of the arrival of more foreign missions or business officials come to look into trade prospects, and a deluge of facts, figures, and soul searching analyses regarding Iran's economic and social plans and progress.

One impressive fact is that Iran's economic development is not taking place

This is a third on-the-spot report from David E. Westley, chief, Near East-South Asia Division, BIC, who recently returned from an export promotion trip to Lebanon, Iran, Kuwait, and Saudi Arabia. The first report, from Beirut, was published June 24, and the second, from Saudi Arabia, appeared in the July 22 issue of INTERNATIONAL COMMERCE. *He is now visiting various Department of Commerce Field Offices for discussions with firms interested in the Near East area. Firms desiring to talk to Mr. Westley should contact their local Field Office or the Near East-South Asia Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-5233).*

just in the area around the capital but is also under way in the outlying provinces, through the establishment of basic industries around which subsidiary industries are expected to grow.

These core industries included a major iron and steel complex at Isfahan, tractors and machine tools in Tabriz, petrochemicals and metalworking in Khuzistan, agricultural, sugar and cement machinery production facilities at Arak, and chemicals and telecommunications at Shiraz. U.S. firms are participating in a number of these projects.

There is plenty of business to be had, both for the local businessman and for the foreign supplier. The posh Royal Tehran Hilton and other hotels are filled with visiting businessmen seeking a share.

Estimates are that Iran's annual import bill, about $1.1 billion last year, will rise steeply to a level of about $1.8 or $1.9 billion over the five-year duration of the new plan, to be paid for largely by oil revenues which should also continue their upward climb during this period. This increased flow of imports is expected to be concentrated in the areas of developmental goods, industrial raw materials, and necessary foodstuffs, while purchases of imported products considered nonessential or produced locally will be sharply curtailed.

U.S. exports to Iran last year totaled more than $246 million and in the first five months of 1968 amounted to $108.4 million compared with $88.5 million in January-May 1967. However, although second only to Germany in this market, American exporters will have to hustle to stay with the expected market expansion.

Iran in 1968 definitely is a buyer's market and the competition is fierce and becoming fiercer. Something extra is sometimes needed to make the sale. Special servicing, spare parts facilities, or just the personal touch can often make the difference. More often than not it is credit terms. Even where prices are competitive with, or better than other bids, the offer with the lowest interest rates and best repayment schedule ordinarily rules as the favorite or gets the longest look. This is particularly true on major procurement related to governmental projects where the outflow of foreign exchange during the Fourth Plan period is being most carefully scrutinized in order to maintain effective control over, and stretch out foreign exchange payments.

Governmental expenditures under the Fourth Plan, as under the Third, will be both considerable and varied, including outlays connected with livestock food processing, livestock and poultry, cold storage, fisheries, mining, airports, railways, telecommunications and systems, postal power generation and transmission, grading and drainage, water resources development, and workshop and laboratory and hospital training.

Some, however, will be accounted for by barter arrangements under one or another of the bilateral agreements which the Government has concluded, especially with Eastern European countries, a factor which necessarily will make competitive bidding even more difficult and in some instances, may preclude it.

A preliminary breakdown of the Fourth Plan's public sector outlay of $6.4 billion is as follows (in millions of dollars with the foreign exchange component in parentheses): industry and mines, 1,320(800); electricity, 510(350); oil and gas, 345(250); water, 640(200); roads, ports, and airports, 1,060(150); telecommunications, 270(140); agriculture and animal husbandry, 865(100); health and education, 650(30); housing and construction, 320(30); other 420(50).

Some individual targets are even more revealing in suggesting possible opportunities for sales of related equipment and/or services. For example,

- 400,000 hectares of new farmlands will be brought under cultivation.
- Electricity consumption will rise from 4.5 to 21 billion kilowatt hours.
- 4,622 kilometers of new highways will be completed.
- Harbor capacity will rise from 4 to 7 million tons.
- 17 airports will be modernized and 6 new ones built.
- Ten new television stations will be set up.
- 250,000 new housing units are expected to be built by the private sector.
- University capacity will rise from 37,000 to 60,000 students.
- 145 public health centers will be established.
- Six new tourist resorts are to be developed.

American equipment is highly regarded in Iran as elsewhere, but it won't be bought unless it is sold. The opportunity is there—so is the challenge.

COMPUTERS ARE SEEING INCREASED USE IN IRAN as government and business tool up for economic expansion. U.S. Commercial Attache John Hagemann views the IBM system in the Ministry of Finance.

Stability is Iran keynote

Continued solid growth draws world interest, spells competition for U.S. exporters

Rapid expansion of the Iranian economy continues within the context of a remarkable price stability, according to the latest Economic Trends Report submitted by the U.S. Embassy in Tehran.

The growth in gross national product in 1967, both in constant and current prices, was 9.3% and the growth in the first half of 1968 is estimated to be continuing at exactly the same rate. The absence of any difference between the rates in constant and current prices is itself demonstrated by the stability of the consumer and wholesale price indices. Moreover, the remarkable growth rates for GNP are, if anything, somewhat more conservative than the estimates occasionally voiced by some authorities.

These trends provide a very favorable climate for expansion of trade and investment. American firms are playing a significant role, but it should be borne in mind that firms of other countries see the same opportunities and that for political reasons certain governments offer assistance in the form of credit terms which are not available to American firms. Thus keen competition for the Iranian market should be normally expected by those who wish to do business here.

Far-reaching plans

In terms of straight export sales, opportunities abound. Modernization of Iran's Post Office requires substantial equipment. More far-reaching are the plans for building a large number of telecommunication networks, for which Melpar is doing feasibility studies.

The construction of a new international airport for Tehran and of several lesser airports will also entail the purchase of significant quantities of radio and navigation equipment. The opportunities for sales of turbines, generators and transmission line equipment required by the government's ambitious program in the field of power are almost too obvious to mention.

Of all American manufactured products, tractors lead the list of imports from the United States. It is believed that this market will continue to grow as more and more emphasis is placed by the Iranian Government on the development of commercial farming and larger scale farms.

Agri-business opportunities continue to draw interest from various U.S. companies. Thus far, no firm arrangements have resulted from the visit of 18 U.S. company representatives in mid-January. Several of these firms have shown continuing interest and are presently studying the situation and investment potentials in depth.

Although USAID assistance has terminated, with the exception of AID's Investment Guaranty and Investment Survey programs, keen interest is maintained in Iran by financial institutions and a number of governments. Three officials of the Export-Import Bank visited Iran in the first half of March, and on June 13 the Bank announced the authorization of a $29.8 million credit for two General Electric 156 megawatt generators for the Shahryar power plant at Karaj, near Tehran.

On May 29, the World Bank announced approval of a $25 million loan to the Industrial and Mining Development Bank of Iran (IMDBI), the fourth loan made by the World Bank to that private institution to help meet the foreign exchange costs of projects in the private sector. Currently, the World Bank has a team of ten experts in Iran to examine every facet of that economy.

Assistance offers have also been pouring in from the USSR and Eastern European countries in growing magnitude. On January 24 a new trade agreement for the Fourth Plan period was signed with Romania, calling for an exchange of $125 million in commodities each way over the five-year period, rising from $19 million in the first year to $31 million in the fifth. Crude petroleum is to account for $82.2 million of Iran's exports under this agreement and is also to be used in partial repayment of three credit agreements signed on the same day: $10 million for the wood processing industry along the Caspian coast, $15 million for an agricultural enterprise on 10,000 hectares (one hectare is 2.5 acres) near Rasht and $10 million for agricultural machinery and laboratory instruments.

Hungary quickly followed suit on Apr. 10 with the signature of a $40 million economic and technical cooperation agreement providing credit for capital projects under the Fourth Plan. On the same day a Hungarian industrial exhibition and festival were opened, both of which proved attractive.

Accords with Czechs

On May 7 an understanding was recorded looking to the conclusion by October of three agreements with Czechoslovakia. Under one the Czechs will reportedly extend a $200 million credit for a generator manufacturing plant, a turbo-jet plant, a cement factory and sugar refinery machinery. Another of the agreements is to cover the purchase of 15-20 million tons of Iranian crude oil between 1970 and 1980, and the third agreement will cover trade relations during the Fourth Plan period.

All of these agreements were outdone in magnitude by the agreement concluded on June 22 with the USSR, under which a new Soviet credit, widely publicized as $250 million, will be provided to cover the expansion of the steel mill at Isfahan from its initial capacity of 600,000 metric tons to 1.2 million tons, the reconstruction of the Julfa-Tabriz railway line plus construction of a railway station at Julfa, and the construction of a lead-zinc smelter plus development of the related mines.

This credit is to be repaid, as usual, primarily in the form of natural gas deliveries, but also in some lead and zinc plus other commodities. This new agreement will serve to raise the total of Soviet credits for Iranian economic projects to about $600 million.

Various dedication ceremonies of completed plants during recent months are more an illustration of past capitalization on opportunities for investment and for

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Washington, D.C. 20230

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engineering and construction contracts than of present exploration of future possibilities.

On Jan. 12 the Shah dedicated the 247.5 megawatt Farahabad Power Station in South Tehran, which was designed and constructed under the supervision of Sanderson and Porter, Inc. and for which General Electric supplied the power units.

Second automobile plant

Then on Mar. 16 the Shah also opened the new factory for producing Rambler cars and Jeep utility vehicles. With a capacity for production of 40 cars per eight-hour shift, this plant is now the second automobile factory in Iran, following that of the Rootes Company, which produces a Hillman known locally as the Peykan.

In early May the Qasvin sheet glass factory started production. Designed to supply three-quarters of the market for sheet glass in Iran, this company is one in which the Pan Alliance Corporation of the United States has an interest and for which the General Glass Company of Denver supplied the machinery.

Also in May, the Shah inaugurated the 85,000 barrel-per-day Tehran refinery, designed and built by Fluor International for production of a full range of products for internal consumption.

Other projects in which American firms are involved have started production or are under construction. Following the earlier completion of the mill for production of 42" pipe for the main gas trunk line to the USSR, the smaller mill, also built by Torrance Machinery and Engineering of California, started rolling out pipe for the gathering lines early in the year.

Construction by the National Organic Corporation of Delaware of a modern refuse conversion plant in Tehran started after signature on Mar. 9 of a contract calling for completion of this fertilizer plant in nine months. Construction continues on the three petrochemical plants, with completion in about six months anticipated for the smallest, the Abadan Petrochemical Company plant in which B. F. Goodrich has a 26% share.

Petrochemical investment

This should be followed by the $30 million Kharg Petrochemical Company plant, in which Amoco shares equally with the National Petrochemical Company (NPC), and then a good deal later by the giant $170 million Shahpur Chemical Company plant, in which Allied Chemical and NPC have equal shares. In this connection, six contracts were signed in April between the NPC and the Moroccan Phosphate Corporation under which Iran will import phosphates and fertilizers and export sulfur and ammonia.

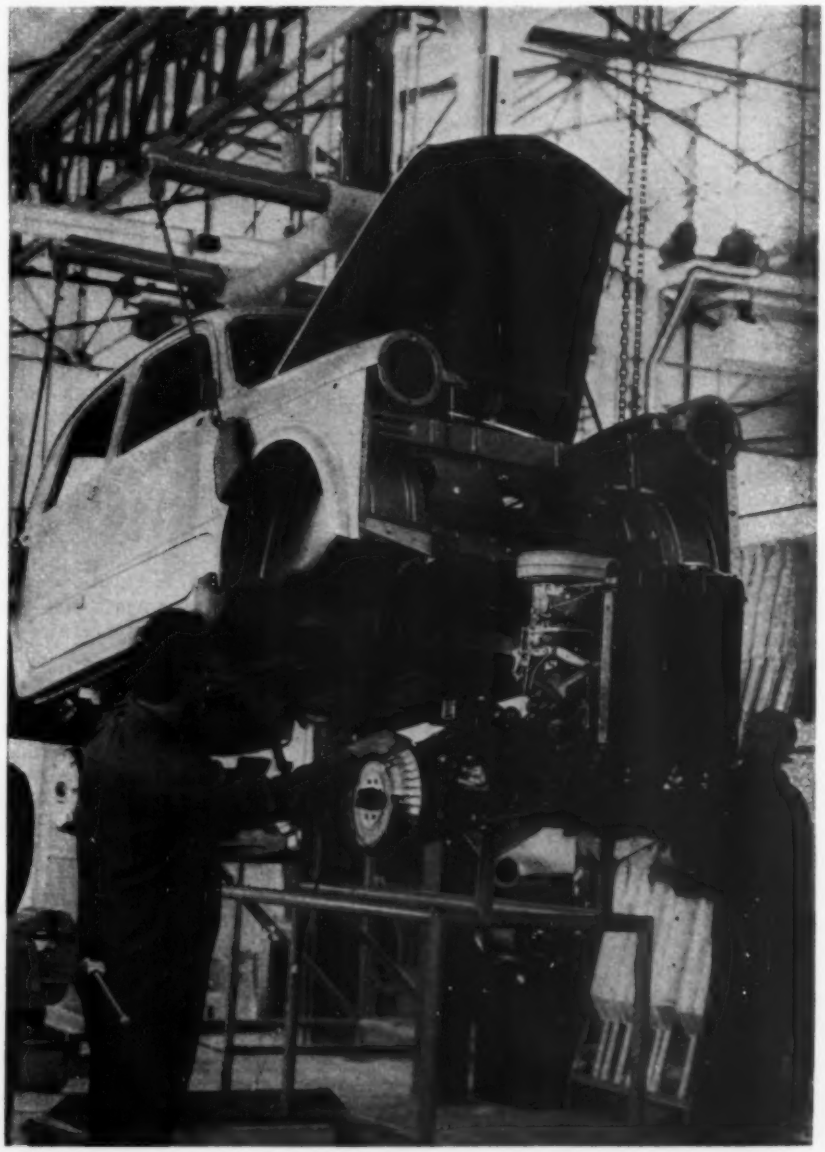
This arrangement appears to be appropriate to the needs of each country, since phosphates will be needed here to produce phosphoric acid, whereas Morocco is understood to be short of ammonia for the production of nitrates. In further connection with Allied Chemical, which owns half of the equity in the plant, is the progress on construction of a nylon fiber plant in Tehran which is expected to start production in April 1969.

Still other projects have yet to reach the implementation stage. One example is an Intercontinental Hotel in Tehran, on which Pan American has reached agreement with the Iranian National Tourist Organization.

Other less firm examples are those of exploration and exploitation of Iran's sulfur deposits, in which a number of American firms have shown an interest in recent months, without any, so far as is known, reaching a firm agreement as yet.

Firms other than American, of course, are also interested in projects in Iran. The most notable is a European consortium

THE SIZE OF IRAN'S AUTOMOBILE INDUSTRY doubled earlier this year when production began in the country's second auto plant. The assembly line below is turning out the "Peykan", Iran's Hillman.



of oil companies headed by the French firm ERAP, which has been discussing with Iranian authorities the possibility of drilling in the area which the existing and better known Consortium relinquished under the terms of an agreement of a year and a half ago.

The budget of the Government of Iran for Mar. 21, 1968-Mar. 20, 1969, reflects both the confidence of the government that the growth rate will continue, as planned during the period of the Fourth Plan, and the determination to mobilize resources for this first year of the plan period.

The prime example of this determination is the estimate of an increase in oil income in the current year of nearly 20%. Expenditures on defense and security services, social services and economic services are each slated to rise by about 30%.

To cover these large increases net borrowing (utilization minus repayments of principal and interest) is greatly increased, to form 22.6% of the net expenditures under the consolidated budget of the Treasury and Plan Organization. However, about 70% of this net borrowing is in the form of foreign credits, the bulk of which are used by the Plan Organization for investment purposes.

Since only about half of the Plan Organization's budget estimate of last year for utilization of foreign loans was actually realized, it would be a remarkable change if the larger estimate for this current year of $441.6 million were fully realized. Even so, with a debt payment ratio to earnings of only about 7%, Iran can well afford to borrow more heavily from abroad.

It was the increase in net utilization of foreign loans last year that, coupled with the large rise in oil income, largely compensated for the steep rise in payments for imports of goods and services. The result was that Iran's reserve position on Mar. 20 was virtually unchanged from that of twelve months earlier. These reserves of gold and foreign exchange fluctuate around the $300 million level.

A firm decision has yet to be taken by the U.S. Government on participation in the Second Asian Trade Fair, to be held in Tehran in October 1969, but it is none too early for American firms who may be interested in displaying their wares, particularly such large items as tractors, earthmoving equipment and the like, to give consideration to the possibility of exhibiting. Interested firms should check with the office of the Assistant Director for Commercial Exhibits, Room 6211, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Belgium begins recovery despite shortage of investment capital

U.S. import level increased 16%; but private investment in Belgian growth, U.S. and domestic, has fallen sharply

At mid year, most analysts of the Belgian economy are satisfied that the period of stagnation is over and that recovery will continue throughout the year. Initial official forecasts of a 3% increase in GNP during 1968 have recently been hiked to 3½%, and some private observers guess as high as 4%.

This improvement is due principally to growth in external demand, with an assist from increased expenditures on public works, according to the latest Economic Trends Report submitted by the U.S. Embassy in Brussels.

American products seem to be participating satisfactorily in the recent upsurge in imports to the BLEU countries (Belgium-Luxembourg Economic Union). In the first two months, imports from the U.S. were up 15% over last year, whereas total imports were less than 11% higher.

Our agricultural exports, especially grains, which have been affected by the excellent harvests in France last year and the adverse change in the sorghum corn price ratio, are running considerably below last year's level.

The port of Antwerp has modern facilities for handling containerized goods, and action is underway to outfit the port of Zeebrugge. U.S. exporters should be alert to these developments because of the good distribution network emanating from these ports, including inexpensive transportation by canal.

U.S. private investment in Belgium has fallen off to a trickle in 1968. So far this year only $10 million is projected, whereas the figure for 1967 was $207 million, 80% of Belgium's total foreign investment. One of the reasons for this decline must be the lack of success of the Belgians in reaching potential U.S. investors with the message that they are prepared to finance up to 100% of new foreign investment, and if need be, to consider guaranteeing investment loans.

The platform of the new government continues to welcome foreign investments, placing emphasis on attracting technology needed by Belgium, seeking out foreign patents for production in Belgium under license, and using financial incentives to induce joint ventures.

The government also intends to include investment planning in a five-year plan still to be elaborated. It is possible that the government, which now has socialist participation, will try to identify needed investments within the planning context and become more oriented in its attitude towards proposed investment projects.

Belgium's expansion program as announced in January called for an additional $200 million in public works expenditures in the first quarter, and the economic platform of the recently installed government is heavily laced with undertakings to improve social benefits, erect workers' housing, and develop the economic infrastructure with the construction of roads and pipelines.

These public expenditures have acted this year as an important motor to the Belgian economy, and will probably continue to do so because private investment is still lagging and U.S. dollars are no longer coming in as in the past to finance most foreign investments in Belgium.

The seriousness of the disinterest in domestic private investment is indicated by the commitment of the new government to finance industrial investments with public loans when the private enterprise fails to furnish the needed funds. In addition, the government has agreed to study new forms of saving, including the issuance by the parastatal National Investment Society of shares whose principal and interest would be state-guaranteed.

Among the reasons for the unwillingness to invest are these: the inclination of large Belgian holding companies to invest abroad, recent pressures on profit margins, deferral of investment decisions until investments are made tax-exempt under the TVA (tax-value-on-added) system on January 1, 1970, at the latest, and concern over the increasing cost of labor.

The wage increase from 1964 to the end of this April amounted to three times the increases in industrial production and prices to producers in the same period. Wages are projected to increase by 10% more this year.

According to Belgian banking figures, the interest rate on prime loans for investments exceeds 7%, and that continual recourse to the capital market by the government is keeping long-term interest rates high. Some observers maintain that the persistent high long-term interest rate acts as a built-in brake to economic growth and that government borrowings run counter to its program for economic expansion. In the Embassy's view, it is the coupling of the high interest rate with low profit expectations that is stifling the private investment.

The government, acting in tandem with the National Bank, has used an easy monetary policy quite effectively to bring down the cost of short-term money from its high in July 1967. At the end of May, with the discount rate at 3.75%, call money was at 2.78%, three-month Treasury bills were at 3.75%, and twelve-month Treasury certificates were at 4.75%.

Foreign trade vital

The importance of foreign trade to the Belgian economy is often stressed but can scarcely be overstated. Last year trade volume was 73% of GNP. Belgium exports over two-thirds of its industrial production. The National Bank estimates that each new franc injected into the Belgian economy results in a direct and indirect import leakage of 48%. One would expect, therefore, that the abolition of the remaining internal duties among the Common Market countries and their move to a common external tariff (CXT) on July 1, plus the simultaneous application of two-fifths of the Kennedy Round tariff cuts would have major repercussions on Belgian trade.

Curiously enough, taken in the aggregate, Belgium's trading position may not be much affected, although individual sectors may find their competitive position improved or deteriorated.

Of Belgium's tariffs before July 1, 58% were below the CXT rate, and only 18% higher; therefore, less than one-fifth of Belgian tariff items has been lowered twice—to the CXT and to the Kennedy Round (KR) level agreed on. Three-fifths of Belgian tariff items were subjected to the offsetting effect of an increase to the CXT level and a reduction to the KR level.

The composition of Belgian imports is such that 56% come from its Common Market partners against whom Belgian tariff protection before July 1 was very slight; 8% are protected under the Common Market's Common Agricultural Policy; of the remaining 36%, many items are subject to the offset effect already mentioned, some are in sensitive categories in which KR reductions are smaller, and some are goods not produced in Belgium on which tariff reductions are certain to benefit Belgian processing industries.

On the export side, Belgium sends almost two-thirds of its exports to its Common Market partners. Whereas Belgium must reduce less than one-fifth of its tariffs to reach the CXT, France must reduce over 70% of its tariffs, and Italy must reduce over 50%. This results in another offsetting situation: the move to the CXT benefits Belgium's competitive position in the Common Market vis-à-vis its "high tariff" partners, but disadvantages Belgium's position in the Common Market vis-à-vis third country suppliers. In third countries, the KR cuts will of course improve Belgium's competitive position, especially in the European Free Trade Association (EFTA), now taking 12% of BLEU exports, where the importance of reciprocal duty-free treatment will diminish.

There are interesting cross currents, therefore, the results of which may be to equilibrate Belgium's over-all trading position while producing considerable shifts in the flow of trade in individual sectors.

For the first quarter of this year, exports were running over 13% higher than last year; of more significance, exports were up 19% to West Germany, Belgium's best customer, and up 20.8% to the Common Market as a whole. Exports to the United States, according to a recent estimate, are running almost twice as high as last year. Steel stockpiling in anticipation of a strike is the main reason for the size of this increase, but in the first quarter, exports of chemical products to the U.S. were up 28.8%, machinery up 16.8%, and textiles up 6.6%.

It is true that Belgian imports were running 15% ahead of 1967 in the first quarter, but many of the gains in imports consisted of goods intended for use in the manufacture of eventual exports, such as minerals (up 48.8%), and chemicals (up 31.1%).

Just prior to its fall in February, the government had outlined a program for economic expansion involving deficit financing and other initiatives. The long period of caretaker government following the fall foreclosed these intended initiatives, however. The economic policy announced by the new government, in the Embassy's view, is compatible with U.S. efforts to rectify the imbalance in our payments.

THE "SHIP INCLINE", a new lock system, is being constructed on the Charleroi-Brussels canal to make that waterway accessible to ships up to 1,350 tons. Belgium's 1,065 miles of canals provide inexpensive transportation network from its main seaports. Photo courtesy of Belgian Information Service.

Auto, elevator accords reflect Scandinavian trend to mergers

EFTA, Nordic Council are chief factors in growing industrial cooperation throughout area; Swedish-Finnish ties strengthened

Industrial cooperation between companies in the four Nordic countries—Denmark, Finland, Norway, and Sweden—is accelerating rapidly. Joint ventures, mergers and subcontracting arrangements between firms in the different countries are increasingly common.

Virtually all tariff duties on industrial goods have been removed on goods traded between the four as a result of their membership in the European Free Trade Association (EFTA). Close commercial and economic ties are also fostered by the Nordic Council, a regional organization established by the Nordic governments in 1962.

The trend toward greater industrial cooperation is illustrated by a recent announcement from the Swedish automobile producer Saab and the large Finnish state-owned company, Valmet Oy. Saab and Valmet will establish a joint venture to assemble Saab automobiles in Finland.

This will be Finland's first passenger automobile production facility. The two firms will each contribute approximately $11 million to a new Finnish-Swedish organization which is expected to be in production in late 1969.

The Finnish portion of the company's share capital will come during the next three years from government-budgeted funds. Parliamentary approval of these expenditures is expected.

The plant will produce a new model, the Saab 99. It may also assemble the older models 95 and 96. Annual production of 15,000 units is expected by 1970, with the possibility of doubling that rate with very little more investment. About half the plant's production will be exported through Saab's existing sales organization. The founders of the plant estimate that up to 3,000 permanent jobs will be created in Finland by the new plant and related services.

Another important example of the Nordic trend toward industrial mergers and joint ventures is afforded by an agreement between the privately-owned Finnish firm Kone Oy and the Swedish enterprise Hissaktiebolaget Asea-Graham. Kone Oy manufactures elevators, escalators, and cranes, Asea-Graham produces a broad range of equipment, including elevators.

According to the agreement, signed on June 12, the Swedish company, along with its Danish subsidiary, will acquire about one-quarter of the capital stock of Kone Oy. Kone Oy will receive in exchange substantial shares in the Swedish company, Asea-Graham, and its Danish and Norwegian subsidiaries.

Elevator output of the modern Kone plant in Finland is expected to triple within the next two or three years as a result of the merger. Asea-Graham will correspondingly end its own production of this type of equipment. Marketing, installation, and servicing in Sweden, Denmark and Norway will be handled by Asea-Graham and its subsidiaries.

The Kone Oy/Asea-Graham merger will provide another boost to employmen in Finland, creating an additional 1,000 job openings. Like the Saab-Valmet Oy venture, it should help Finland achieve a more favorable balance-of-trade.

Special dumping duties due on Soviet titanium sponge

An evenly divided Tariff Commission report will result in special dumping duties on titanium sponge imports from the USSR sold at less than fair value.

The four members of the Commission divided over whether a U.S. industry was being or is likely to be injured by such imports. In the event of a tie vote, the Antidumping Act provides that the Commission shall be deemed to have made an affirmative finding.

The Commission's report contains statements of reasons by the Commissioners. Copies of the report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, U.S. Tariff Commission, 8th and E Sts., NW., Washington, D.C. 20436.

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Japan eases technical licensing procedures

Drops limits on royalty payments; time limits on accords also end

The Japanese Government has announced that it will no longer limit royalty payments or prescribe the length of time that technical licensing agreements between Japanese and foreign firms will remain in effect.

At the same time, the screening procedure for Government approval of licensing agreements has been liberalized "in principle," except for seven major areas—aircraft, weapons, explosives, nuclear energy, space development, electronic computers, and petrochemicals.

Previously, nearly all licensing agreements were approved only after individual screening by the competent Ministry and the Foreign Investment Council. Such mandatory individual screening will now be confined to the seven specified areas.

For other licensing applications, the Bank of Japan will, "as a general rule," approve the application unless, within one month from date of application, one of the interested Ministries indicates that introduction of the technology in question would have "grave, unfavorable effects on the Japanese economy." In that event, the application will be referred to the Foreign Investment Council for a final decision, which is to be made within three months from the initial submission.

"Grave, unfavorable effects" will be interpreted as those cases which would likely result in excessive competition, injury to small and medium enterprises, hindrance to the development of domestic technology, or creation of a monopoly.

Other changes announced by the Japanese Government include the following:

- In the case of (a) proposed amendments to an existing agreement, (b) an agreement between the main office of a foreign firm and its Japanese branch, (c) an agreement between a subsidiary and its parent company, or (d) a cross-licensing agreement, applications are subject to the same procedures noted above;
- Contracts calling for total payments of less than $50,000, including those involving technology of the seven major categories specified above, will be automatically approved by the Bank of Japan;
- Contractual clauses dealing with the return of know-how or prohibiting its use after the expiration of the contract will no longer be subject to Government scrutiny as in the past.
- Screening of licensing agreements in connection with violations of the Anti-Monopoly Act will no longer be the responsibility of the Foreign Investment Council. Instead, when necessary, the Fair Trade Commission will offer its guidance in this area to the private parties concerned.

IDA credit helps Somalia

A supplementary credit of $2.3 million from the International Development Association (IDA) will cover the foreign exchange costs of imports needed to complete construction of a 125-mile two-lane, all-weather road between Afgoi and Baidoa in Somalia.

The credit will be extended to the Government of Somalia. All imports financed with IDA loans must be procured through international competitive bidding.

French extend trademark deadline

The deadline for businessmen to register their trademarks under the new French trademark law has been extended to Nov. 1. The three-year grace period allowed under the 1965 law was originally due to expire Aug. 1.

The new law provides that the first applicant to register a trademark obtains the right to its ownership, and that previous use of a mark grants no right of ownership to the user. After Nov. 1 all unregistered trademarks may be registered by anyone, regardless of whether any use is planned, with certain possible exceptions regarding famous names belonging to foreigners.

Applications should be filed with the Institut National de la Propriete Industrielle, Ministere de l'Industrie, 26 bis, Rue de Leningrad, Paris 8eme.

For further information, write: Foreign Business Practices Division, BIC, U.S. Dept. of Commerce, Washington, D.C. 20230.

Nigeria now requires specific licenses for all auto imports

Some household goods also covered Trade Ministry outlines procedures

The Government of Nigeria has announced that the specific import license now required for the commercial import of automobiles, various household appliances and luxury goods will also be necessary for the import of personally-owned automobiles and certain household effects.

The following procedure for obtaining requisite import licenses has been suggested by the Nigerian Ministry of Trade:

- For individuals to be employed by a firm or organization already operating in Nigeria, a representative of the firm may file an application for an import license on behalf of the prospective new arrival. Information will be required as to the name of the individual, his position with the firm or organization, and a full description of the item or items for which the application is being made. Such applications should be filed at least a month in advance of expected arrival;
- Persons coming to Nigeria for the first time, and whose firm or organization is not already represented there, should apply directly to the Ministry of Trade for import license application forms. They may submit the application before or after their arrival in Nigeria;
- Individuals already residing in Nigeria who depart on leave or holiday and plan to purchase for their personal use items subject to import licensing (even if they are to be paid for through an external account) must apply for the license prior to their departure from Nigeria or make arrangements for a second party to apply for the license in their behalf.

All applications for licenses will be considered on the basis of their respective merits by the Import Licensing Committee. Goods arriving prior to the issuance of a license will be detained in customs, where they will accrue demurrage charges until such time as the license is issued, or, if the license is denied, until the shipper pays the cost of returning the goods.

German firm denied U.S. export rights

Weisbaden company violated regulations during trial period

The U.S. Department of Commerce has announced that a West German firm and its manager, named in a 1965 order denying U.S. export privileges for three years, will continue under such restrictions because of additional alleged infractions of U.S. export regulations.

The parties are Caramant Gesellschaft fuer Technik und Industrie m.b.H., K.G.; Manfred Hardt, manager, and his brother, Werner Hardt, all of Wiesbaden.

In July 1965 Caramant and Manfred Hardt were denied U.S. export privileges for three years with the proviso that such privileges would be restored after one year if they did not violate the denial order or regulations during that period. In proceedings before the Department's Bureau of International Commerce (BIC) in July 1966 it was found that they had committed such violations and their suspension of export privileges was continued until July 20, 1968.

Last April Caramant and the Hardt brothers were charged with additional violations of the denial order and regulations. Pending a hearing and disposition of the charges, BIC found it was necessary that these parties be denied export privileges to protect the public interest.

Under the order the parties are denied all privileges of participating in any manner in transactions involving commodities or technical data exported or to be exported from the United States. The order is also applicable to agents, employees, and representatives of the denied parties.

ADELA to invest $6 million in Latin American growth

The Executive Committee of the Atlantic Development Group for Latin America (ADELA) has authorized the ADELA management to proceed with new investments totaling $6.2 million in seven new and existing enterprises in Brazil, Mexico, Guatemala, Nicaragua, and Peru.

Now in its third year of operation, ADELA is a joint venture of over 150 prominent corporations in 15 nations in the U.S., Europe, South America and Japan, to help develop and strengthen private enterprise in Latin America.

The new investments are being made in the fields of finance, Portland cement, kraft pulp and paper, ceramic floor tiles, industrial wrapping materials, pasteurized milk, and insecticides.

This brings the total ADELA investment authorizations for the year ending this June to $50.6 million, an increase of 32% over the level one year ago.

Commerce booklet lists aids to businessmen

A revised edition of the booklet *Commerce Periodicals to Aid Businessmen* has just been published.

Among the publications included are: Non-periodicals on statistics, general business and economic information, listing of government contracts, retail and wholesale trade data, and reports on individual activity, housing and construction, population, economic development, foreign trade, weather, research and development.

This brochure is available free from Commerce Department Field Offices, and from Sales and Distribution, Room 2119, Department of Commerce, Washington, D.C. 20230.

Banned Swiss trader's dummy firm also loses right to U.S. exports

A U.S. Department of Commerce order denying U.S. export privileges to the firm Oleine S.A. of Zurich, Switzerland, and its owner, Emilio F. Bordin, also has been made effective against the Swiss firm of Murro S.A., which has addresses in Aargau Canton and Zurich, and against Ruth Mueri of Kleindoettingin, Aargau Canton, manager of the firm.

The order against Oleine and Bordin was issued in 1959 for unauthorized reexportation of U.S.-origin chemicals. According to the Department's Bureau of International Commerce (BIC), Bordin organized Murro S.A., a firm dealing primarily in chemicals and pharmaceuticals, and managed by his former employee, Ruth Mueri, and was using these parties to evade the U.S. export restrictions. Hermann August Huber of Zurich, who previously has been denied export privileges as a related party to Bordin, is also connected with Murro S.A.

All outstanding export licenses in which these parties have an interest have been revoked and they and their agents and employees are prohibited from participating in any transactions involving commodities or technical data exported from the United States.

The U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been restricted from dealing in U.S. exports.

Tariff Commission postpones public hearing on non-rubber footwear until Oct. 28

The U.S. Tariff Commission's public hearing in connection with its investigation of the economic condition of domestic producers of non-rubber footwear has been rescheduled for Oct. 28. The meeting was originally set for Sept. 16, and then advanced to Sept. 9.

Interested parties desiring to appear should notify the Secretary of the Commission, in writing, on or before Oct. 15. The request to appear should include: the types of footwear on which testimony will be presented; the name and organization of all witnesses, plus the name, address, telephone number and organization of the person filing the request; a statement indicating whether the testimony will favor importer or domestic producer interests; and an estimate of the time required for the presentation.

Written information and views in lieu of appearance at the public hearings may be submitted by interested persons. A signed original and nineteen true copies of such statements shall be submitted.

Business data which is deemed confidential shall be submitted on separate sheets, each clearly marked at the top "Business Confidential." All written statements, except for confidential business data, will be made available for inspection by interested persons.

All communications regarding the Commission's investigation should be addressed to the Secretary, United States Tariff Commission, Washington, D.C. 20436.

Five Dutch firms seek U.S. licenses in industrial fields

Products for chemical, metal industries among those on list

Five Dutch firms are seeking U.S. licenses in various manufacturing fields.

• A reputable subsidiary of a prominent Dutch firm is interested in licensing arrangements with a United States manufacturer of metal surface treatment products.

The firm wants to manufacture chemicals and asphalt-based metal treatment products, and products in the field of granular moisture absorbers. These products would be distributed through distributors in the Common Market countries.

The company, near Leiden, has total factory space of 6,500 square feet, conveniently located to barge and highway transportation. It operates a well-equipped laboratory and employs a specialized staff, including sales engineers, who travel throughout the market area.

Write: P.O. Box 50, Leiderdorp, Zoeterwoude-Rijndijn, The Netherlands. WTD.

• Licenses to produce equipment for the chemical and related industries for distribution in The Netherlands, West Germany and France are sought by a Dutch firm.

The products include chemical drying equipment such as rotary, fluid bed, flash, vacuum and tunnel dryers, water treatment apparatus; ion exchange equipment; dust separation equipment, air filters; gas and oil treatment machinery; separation equipment; pressure filters; vacuum rotary filters; hydrocyclones; classifiers; evaporation equipment; plate heat exchangers; and cryogenic equipment.

The Dutch firm is currently engaged in the production and installation of steel structures for buildings, plants and bridges, and equipment for chemical companies and utilities such as pressure vessels, autoclaves, filters, and mixing and storage tanks. It also participates in the production of passenger and freight elevators and associated equipment.

Write: P.O. Box 212, Maastricht, The Netherlands. WTD.

• A Netherlands manufacturing firm is looking for a license agreement or joint venture to manufacture a wide variety of electrical equipment such as emergency power supply systems, alarm and safety systems, automation systems, static convertors, industrial lighting equipment, electro-mechanical installations and dividing and communication systems.

The company is a large manufacturing, sub-contracting and engineering company with a sales organization that covers the Benelux countries. The company enjoys an excellent reputation and has substantial financial means. It has had extensive experience working with U.S. firms.

Write: Nolte N.V., Eindhoven, 209 Tongelresestraat, The Netherlands. WTD.

• A manufacturer of railway signaling equipment, valves for the chemical industry, pumps, oil separators and light machinery, wishes to diversify into the packaging field.

The firm's facilities include departments for turning, milling, planing, cutting, hardening, shearing, ribbing, punching, rolling, bending, welding, instrumentation, painting and controlling.

A subsidiary of N.V. Philips Goloeilampenfabriken, the company enjoys an excellent reputation and has a sound financial background. It wishes to manufacture under U.S. license packaging machinery for various industries including case packers, palletizing and de-palletizing equipment and container handling equipment.

Write: Nederlandse Machinefabriek Alkmaar N.V., 1 Voormeer Alkmaar, The Netherlands. WTD.

• An experienced lumber firm in the Netherlands wants to obtain licensing rights to manufacture products from wood, chips, or woodwaste. Such wood by-products would include boxes, windowframes, flowerpots, firelogs made of compressed woodwaste, panelling made of compressed wood fibers, and other related items.

The company has specialized in timber-preservation with creosote oil and water-soluble salts and has six impregnation plants in the Netherlands. Reliable sources indicate that the firm enjoys a good reputation and can be recommended as a business partner.

Write: GIPS' Houtbereiding N.V., 9 Oranjestraat, The Hague, Netherlands. WTD.

German producers look for U.S. licenses

Three German manufacturers are seeking U.S. licenses. One wants to produce chemical and pharmaceutical equipment, the second seeks to manufacture shock absorbers and the third is interested in licensing or joint venture arrangements to make machinery for the chemical and bakery industry, and finishing of hollow glassware.

The proposals made by the German firms are as follows:

• A German firm is interested in licensing agreements with U.S. manufacturers of chemical and pharmaceutical industry equipment.

Established in 1882 as a ship repair facility, the company has expanded into the manufacture of machinery and equipment for the chemical and pharmaceutical industries and pipes for the gas and oil industries. Its annual sales is approximately $1.1 million.

Write: Barthels and Lueders, 2 Hamburg 11, Norderelbstr. 15, Germany. WTD.

• Licenses to produce newly developed shock absorber systems are sought by a manufacturer and distributor of jacks, towing truck cranes, shock absorbers and other automotive equipment. The German firm has over 1,000 employees and markets its products in EEC and EFTA countries.

Write: August Billstein, Fabrik fuer Autozubehoer, Postfach 15, 5826 Ennepetal-Altenvoerde, Dusseldorf, Germany. WTD.

• A German company is interested in licensing or joint venture agreements with U.S. firms in the fields of chemical and bakery industry machinery and machinery for the manufacture and finishing of hollow glassware.

The firm develops, manufactures and sells machinery and equipment for the production of chemicals, hollow glass, bakery goods and ice cream. It has about 150 employees with a large testing and control section for machinery research and perfection.

U.S. firms interested in obtaining further details should **write:** Hellmuth Walter GmbH, Postfach 808, 23 Kiel-Wik, Germany. WTD.

Australian companies want U.S. licenses

Two Australian companies are seeking licensing agreements, one to manufacture fluorescent lighting fixtures and fittings and the other to increase and diversify its activities in the printing and packaging field.

• An Australian manufacturer of fluorescent lighting fixtures and fittings seeks a license to make additional products in this field including more sophisticated types of fittings.

The company, which reportedly accounts for about 5% of Australian production of fluorescent lighting fixtures and fittings, has the financial and physical resources to expand, if necessary. The firm is particularly interested in increasing its exports to the Southeast Asian market.

Executives of the firm are prepared to visit the U.S. to discuss licensing arrangements with companies responding to this announcement.

Write: Mr. Francis H. Steere, Managing Director, Best & Gee Pty. Ltd., Box 4264, G.P.O. Sydney, N.S.W. 2001, Australia.★ WTD.

• An Australian printing and packaging company wishes to increase and diversify its activities by employing new methods and techniques currently used in American industry.

New paper or board packaging methods, particularly locking cartons, and the new techniques used in printing are of interest. The company will investigate all offers with a view to secure agencies, distribution rights, or licensing agreement.

The company has had experience working with American companies and enjoys an excellent reputation in Australia.

Write: P-69018, Office of International Investment (BIC-878), Department of Commerce, Washington, D.C. 20230. WTD.

Brazilian hardboard firm seeks U.S. venture partner

A Brazilian producer of wood fiber sheets wishes to obtain a joint venture agreement with a U.S. firm to develop its manufacturing capacity. The firm's basic need is for capital and management assistance.

Write: Alplan S.A. Industria e Comercio de Chapas de Madeira Aglomerada, Rua Alvaro de Carvalho 48, conjunto 42, Sao Paulo, S.P., Brazil, Attn: Mr. Renato Alves Bittencourt.★ WTD.

Central American cast iron foundry wants joint venture

A joint venture is sought by the only cast iron foundry of its kind in Central America. This recently established Honduran firm requires machinery and working capital to produce malleable iron castings for sale throughout Central America.

Write: Fundidora del Norte, S.A., 3a Avenida, S.O., #61, San Pedro Sula, Honduras. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Argentine firm wants license to make well-drilling items

A medium-sized Argentine company (annual sales approximately $600,000) is interested in entering into a licensing agreement to manufacture small and medium-size water well drilling machinery, rotary, percussion and/or reverse injection (compressor) systems. The company would also like to make arrangements to represent U.S. firms for the sale of the above mentioned equipment in larger sizes.

For further information, **write:** Harmeyer S.R.L., Tacuari, 431/39, Buenos Aires, Argentina. WTD.

U.S. ties sought by French firms for hospital plastics, computer items

Two French firms are looking for licensing arrangements with U.S. companies for the manufacture of plastic and paper disposable items for hospital use, and for computer equipment and associated supplies.

A large pharmaceutical company is seeking licensing rights for the manufacture of plastic and paper disposable items for hospital use, such as syringes, surgical and dental accessories. The company is also interested in newly developed pharmaceutical products.

The firm employs 1,500 workers and 130 traveling salesmen, and sells in all principal world markets. It is a licensee of several U.S. firms and has a U.S. representative for sale of its products in the United States. Sales in 1967 amounted to $35 million. The WTD Report is currently being updated.

Write: Laboratoire Roger Bellon, 159 Avenue du Roule, 92 Neuilly sur Seine, France. WTD.

Licenses to manufacture peripheral input-output computer equipment, terminals and data collection equipment are sought by a Paris firm. The French company manufactures remote-control equipment for the distribution of water, gas and electricity. It also makes data processing equipment and imports telecommunication equipment and supplies from the United States.

Write: Compagnie Europeenne de Teletransmission, 101 Boulevard Murat, 75-Paris 16, France. WTD.

Two Haitian firms desire U.S. licensing arrangements

Two Haitian firms are interested in licensing agreements with U.S. companies.

Firms desiring additional information should contact the firms listed below:

A firm specializing in the production of metal-working machinery would like to enter into a licensing arrangement to produce or finish goods for the United States market.

Write: Advanced Mechanical Works, 73 La Fleur Duchene, Port-au-Prince, Haiti. WTD.

Another Port-au-Prince businessman seeks licenses from American firms to produce or finish goods suitable for exporting operations to the United States market.

Write: Gerard Pollas, P.O. Box 404, Port-au-Prince, Haiti. WTD.

U.S. licensing agreements to produce variety of goods sought by U.K. firms

Two U.K. producers are interested in licensing agreements with U.S. firms to help diversify their lines.

- A manufacturer of thin film resistors and resistor networks is interested in negotiating arrangements with American manufacturers for the manufacture and/or assembly in the United Kingdom of electronic components and/or light electrical apparatus.

The company has ample factory space, a good supply of labor, and is in a developing area which qualifies for various forms of aid available from the British Government. Sales are made through an associated company which trades throughout the United Kingdom and Europe.

D. J. Hews, Managing Director of the company will be in the United States during August and may be contacted through Kidco Inc., P.O. Box 278, Medford, N.J. (telephone 609-267-2100). WTD.

- Licenses to manufacture plastic electronic components, plastic household products and fixtures, packaging equipment, packaging materials, domestic and hospital type incinerators, and domestic dish washers are sought by manufacturer of specialized medical x-ray equipment and rehabilitation equipment.

Write: R. Mantel, Manager Director, Renray Products (UK) Ltd., 75 Woodvale Road, Belfast, N. Ireland. WTD.

Israeli firm wants license to make U.S. hot air ducts

An Israeli manufacturer is interested in establishing a licensing agreement with a U.S. company for the production of hot air ducts for the aircraft industry.

Established in 1934, the company manufactures synthetic rubber products, nylon goods and safety equipment. Annual sales volume of the company is over $1 million.

Write: Rubber Factory Franz Levi Ltd., Julius Simon Road, Haifa Bay, Israel. WTD.

Japanese tool, refrigerator maker seeks U.S. license

A Nagoya manufacturer of machine tools, household gas and electric refrigerators, textile machinery and corrugated box making machinery seeks licenses to produce related products. The Japanese company operates several plants, has around 1,200 employees and claims annual sales of over $12 million.

Write: Howa Sangyo Company, Ltd., 34 Sakurada-cho, Atsuta-Ku, Nagoya, Japan. WTD.

Furniture making venture proposed by Mexican firm

A joint venture to manufacture wood chairs and other furniture is proposed by a Monterrey furniture manufacturer interested in expanding its operations.

Requested of a U.S. company is used furniture making machinery, technical know-how and some capital in return for equity.

The Mexican firm operates two plants with a total employment of about 170. Its officials would be willing to arrange meetings with U.S. firms responding to this announcement either in the U.S. or Monterrey.

Write: P-69006, Office of International Investment, BIC 878, Department of Commerce. WTD.

Indonesia ratifies investment convention

In order to give additional encouragement to foreign investors, the Indonesian Parliament has passed a law ratifying the Convention on the Settlement of Investment Disputes Between States and Nationals of other States. The law provides that the Indonesian Government has the authority to determine that a particular conflict shall be settled according to the Convention and to represent the Republic of Indonesia in the conflict.

The decision of the Arbitrage Court will be implemented through the use of a letter of notification from the Indonesian Supreme Court, which together with the Arbitrage Court's decision will be forwarded to the judicial authorities in the region where the decision must be carried out.

Botswana and Lesotho join world finance organizations

Both Botswana and Lesotho, Africa's newest countries, recently became members of the International Monetary Fund and the Washington-based International Bank for Reconstruction and Development (World Bank).

Each country's quota in the Fund is $3 million, and its subscription to the capital stock of the Bank is 32 shares apiece, with a value of $3.2 million for each country.

Lesotho also joined the International Development Association (IDA) with a subscription of $160,000.

Two Italian firms want U.S. partners to help expand output, diversify lines

Two Italian firms want licensing agreements with U.S. firms to produce American goods in their plants.

A manufacturer is seeking a licensing agreement or joint venture with a U.S. firm to reach a production volume adequate to its existing machine shop facilities. It would also consider proposals for new investment in order to expand its product line. The enterprise, Stabilimenti Meccanici Triestini, is located in Trieste. It is equipped with 160 modern machine tools.

Write: Dr. Francesco Ghisoli, Vice General Manager, Finnemeccanica, Viale Pilsudski 92, 00197 Rome, Italy.★ WTD.

A Milan company which specializes in the packaging of various products in aerosol containers is seeking a licensing arrangement with an American firm to manufacture industrial adhesives, chemicals and other speciality products that can be adapted to aerosol packaging.

Write: Del Bono Aerosol, S.R.L., Industria Chimica, Zibido San Giacomo, Milan, Italy. WTD.

Qatar tightens rules governing food imports

The Government of Qatar recently issued new regulations governing the labeling and transportation of foodstuffs consigned to it.

The new regulations require that shippers ensure the utmost care in the transportation and stowage of foodstuffs on vessels to avoid contamination. Shippers must also ensure that shipments are made for discharge of cargoes at Doha direct and not by transshipment through other foreign ports.

In addition, the following must be indicated on each container: country of origin, name and address of exporter, name and kind of commodity, net weight of contents, date of packing—(day, month and year), name and address of consignee, and a clause "Stow Away From Chemicals."

World Trade Opportunities

Prequalifications wanted by Colombia on bids for highway project

The Colombian Ministry of Public Works has opened the registration of domestic and foreign contractors interested in presenting bids for the construction and paving of 317 kilometers (197 miles) of highway.

The highway construction is divided into the following section:

Project A: Medellin-Cartagena Highway—A-1: Ventanas-Puerto Valdivia 26 kms. (16 miles); A-2: Puerto Valdivia-Taraza 42 kms. (26 miles); A-3: Taraza-Caucasia 53 kms. (33 miles); A-4: Rio San Jorge-Planeta Rica 47 kms. (29 miles); A-5: La Ye-Carranzo 32 kms. (20 miles); A-6 Carranzo-Sincelejo 35 kms. (22 miles).

Project B: Buga-Buenaventura Highway—B-1: Loboguerrero-Pailon 53 kms. (33 miles).

Project C: Bogota-Tunja-Barbosa-Oiba-Bucaramanga—C-1; Kilometer 35-Oiba 29 kms. (18 miles).

The work comprises the construction of bases and asphalt pavement, after widening and making certain corrections, except in the B-1 sector, in which the work shall be limited to bases and pavement. These highways form a part of the principal road system of the country which are currently in use, with the exception of the B-1 sector, and handle an estimated traffic of 500 to 800 vehicles per day.

The terms for the performance of the different projects vary between 18 and 30 months. The sectors of Project A may, in the judgment of the Ministry, be gathered in contracts comprising two or three contiguous sectors.

The Ministry of Public Works has requested a loan from the World Bank in order to finance the construction of the above projects.

Prequalification documents may be obtained from the Secretaria General of the Ministry of Public Works, Bogota, Colombia, and from the offices of Tippetts-Abbett-McCarthy Stratton, 375 Park Avenue, New York, New York 10022.

Prequalification documents must be delivered in triplicate, before 5 p.m. Bogota time, Aug. 14, to the Secretaria General of the Ministry of Public Works.

East Africa to request network equipment bids

East African Posts and Telecommunications Administration will shortly issue world wide tenders for the supply of: Tropospheric Scatter Radio System, Dar es Salaam-Mtwara.

Bids will be receiveable only by the Administration's Agents in London, where they will be opened publicly on the appointed day.

Tender documents will be issued by the Administration's London Agents to all organizations registered with them as suppliers of the type of equipment listed in the first paragraph above. Tender documents will also be available from the Administration's Central Tender Board in Nairobi, against deposit, on a date to be announced by local Press advertisement. The deposit will be returnable following confirmation by the Administration's Agents that a bona-fide tender was received by them.

The issue of tender documents at Nairobi is restricted to manufacturers based in East Africa or who have permanent East African representations. Inquiries regarding the tender or requests for tender documents originating from manufacturers or agents situated outside Kenya, Uganda and Tanzania, should be addressed to the Administration's London Agents. The address of the Administration's Agents in London is: The Crown Agents for Oversea Governments and Administrations, 4 Millbank, London, S.W.1., England.

Argentina announces plans for highway project

Contractor to operate complex on a toll basis for 20 years

The Argentine Highway Bureau is making an international call for bids for the construction, maintenance and operation of the first phase of the Zarate-Brazo Largo Complex. This highway-bridge project will include the construction of the following:

A road linking Route 9 and beginning of the viaduct on the right bank of the Parana de las Palmas River.

An access road to the bridge over the Parana de las Palmas River.

A bridge over the Parana de las Palmas River. The bridge will handle both automotive and railroad traffic.

Road between the end of the viaduct on the left bank of the Parana de las Palmas River and the beginning of the viaduct on the right bank of the Parana-Guazu River, including the railway embankment pertaining to that section.

Access road to the bridge over the Parana-Guazu River.

A bridge over the Parana-Guazu River to handle both automotive and railroad traffic.

Ancillary constructions.

The winning bidder will have the right to operate the highway-bridge complex on a toll basis for a period of 20 years. Deadline for submittal of bids is Dec. 27.

Copies of conditions and technical specifications are available for 105,000 Argentine pesos ($300) from Direccion Nacional de Vialidad, Avenida Maipu 3, 5th Floor, Buenos Aires, Argentina. Correspondence is preferred in Spanish.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Brazilian firm seeks bids for insulated control cables to expand utility companies

A guarantee of 5% of proposed material must accompany each bid

Sealed bids will be received by the Companhia Auxiliar de Empresas Eletricas Brasileiras (CAEEB) at the office of its Coordenador de Compras-Avenida General Justo, 171, sobreloja, AC-29, Rio de Janeiro, GB-Brazil.

Bids will be received until 14:00 hours (local time) on Sept. 6, for the furnishing and delivery of insulated control cables (Bid No. 19) as described in CAEEB Specification No. BX-A-11593-R, required for the expansion of the subtransmission and distribution systems of four electric utility companies represented by CAEEB.

Bids are invited from suppliers in Switzerland or member countries of the International Bank for Reconstruction and Development (World Bank-IBRD), which will finance the purchase of the material referred to in the invitation.

Bids must be submitted strictly in accordance with the instructions and specifications prepared by CAEEB and on the forms furnished by the same. These instructions, specifications and forms which comprise the bidding documents will be available only at the above address not later than 30 days after the publication of the invitation for bids upon request to the Coordenador de Compras, accompanied by a non-refundable payment of 30 new cruzeiros (U.S. $1=3.20 NCr) per set of documents in the two languages.

A bid guarantee of no less than 5% of the proposed material up to a limit of NCr 32.000,-00 (32,000 new cruzeiros) or the equivalent in foreign currency must accompany each bid.

Guatemala bridge project needs construction bids

The Government of Guatemala invites bids for construction of the following bridges on the La Democracia-Sipacate Road: Obispo II, Colojate II, La Gomera, Rio Seco, and Zanjon Sipacate (Project CDA-7-P of the Guatemalan General Bureau of Roads).

Funds for the project will be allocated by the Guatemalan Government from an outstanding credit line provided by the International Bank for Reconstruction and Development.

Bid deadline is Aug. 20. Bids should be presented in Spanish in sealed envelopes, indicating their contents.

Complete specifications are available by sending 500 sheets of No. 16 mimeograph white paper (letter size) and 50 yards of 42" wide heliograph paper to: Departamento de Bienes Nacionales y Licitaciones, 3a. Calle 3-49, Zona 1, Guatemala City, Guatemala.

Brazil cites needs for 1000 capacitors

Bidding documents available in both English and Portuguese

Sealed bids will be received by the Companhia Auxiliar de Empresas Eletricas Brasileiras (CAEEB) at the office of its Coordenador de Compras-Avenida General Justo, 171-sobreloja, ZC-39, Rio de Janeiro, GB, Brazil, until 14:00 hours (local time) on Sept. 3, for the furnishing and delivery of approximately 1000 capacitors (Bid No. 15) as described in CAEEB Specifications Nos. BX-A-11594-R, BX-A-11567-R, BX-A-11568-R, BX-A-11583-R, BX-A-11584-R and BX-A-11574-R, required for the expansion of the subtransmission and distribution systems of four electric utility companies represented by CAEEB.

Bids are invited from suppliers in Switzerland and member countries of the International Bank for Reconstruction and Development (World Bank-IBRD), which will finance the purchase of the material referred to in the invitation.

Bids must be submitted strictly in accordance with the instructions and specifications prepared by CAEEB, and on the forms furnished by the same. These instructions, specifications and forms, which comprise the bidding documents, will be available in both Portuguese and English and may be obtained only at the above address not later than 30 days after the publication of this invitation for bids, upon request to the Coordenador de Compras, accompanied by a non-refundable payment of 30 new cruzeiros (U.S. $1=3.20 NCr) per set of documents in the two languages.

A bid guarantee of no less than 5% of the value of the proposed material up to a limit of NCr$ 200.000,00 (200,000 new cruzeiros) or the equivalent in foreign currency, must accompany each bid.

Malaysia invites suppliers' bids on reels of two-inch video tape

The Department of Television, of The Ministry of Information and Broadcasting, has issued a Tender for the supply of two-inch Video Tape.

Bid deadline is noon Aug. 15.

Bid should offer one hundred and eighty 2400' reels and seventy-five 4800' reels of two-inch video tape. Quotations should be submitted in triplicate accompanied by an earnest money guarantee certificate.

Copies of tender announcement and specifications are available from the Permanent Secretary, Ministry of Information & Broadcasting, Angkasapuri, Bukit Putra, Kuala Lumpur, Malaysia or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Code 202-967-4038.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

138 Oil and gas field services

● **ARGENTINA**—(350 pesos=$1) The Argentine State Petroleum Entity YPF, is making an international call for bids for the operation of the El Condor-Cerro Redondo Oilfield, in the Province of Santa Cruz. Tender No. 290/68, bid deadline 11 a.m., Aug. 12, for submittal of prequalifications. Deadline for submittal of bids is 11 a.m., Jan. 20.

Winning bidders will also be required to undertake the exploration and development of adjoining area and the construction and operation of a gas pipeline to link the aforementioned oilfield with the Pico Truncado-Buenos Aires gas pipeline.

Copies of conditions and technical specifications can be obtained for 100,000 Argentine pesos from the Argentine State Petroleum Entity, Richmond Building, Suite 710, 3616 Richmond Avenue, Houston, Texas. 77027.

201 Meat products

VENEZUELA—Sausages, Italian type salami, mortadela. Requests replies in Spanish. Annechino Hermanos, C.A. "Agencias Sirena" (importer, distributor, sales agent), Miranda a Paez No. 134, San Agustin del Norte, Caracas. WTD 7/68.

203 Canning, preserving foods

FRANCE—Hawaiian pineapple juice in large size tin cans. Price quotations requested. Marie Brizard & Roger (producer, wholesaler, exporter), c/o Mr. Bellot, 138 Rue Fondaudège; 33- Bordeaux, Gironde. WTD 7/68.

221 Broad woven fabric mills, cotton

AUSTRIA—Printed cotton fabrics, piece goods of textured yarn for production of lingerie, beachwear, foundation garments. "ANITA," Hermine A. Vonwald (manufacturer), Neustiftgasse 3, A-1070 Vienna. WTD 9/67.

NETHERLANDS—All types of fabrics for outerwear garments. Simon Suesan Textielagenturen (commission agent), 61 Cliostraat, Amsterdam. WTD 6/68.

SWITZERLAND—Corduroys, cotton underwear, corset fabrics, crepes, dress fabrics, gabardines, pile fabrics, plushes, poplin, velours, cotton combed rayon mixtures. Direct purchase and agency. Bollag's Sohn, Hans (importer, agent), Seestr. 4, 8027 Zurich. WTD 7/68.

222 Broad woven fabric mills, man-made fiber, silk

NETHERLANDS—All types of fabrics for outerwear garments. Simon Suesan Textielagenturen (commission agent), 61 Cliostraat, Amsterdam. WTD 6/68.

SWITZERLAND—Nylon broad woven fabrics, man-made fiber, silk lining fabrics, silk broad woven fabrics, acetate rayon fabrics, dress fabrics, crepes, fur type fabrics, plushes, poplin, underwear fabrics, velvets. Direct purchase and agency. Bollag's Sohn, Hans (importer, agent), Seestr. 4, 8027 Zurich. WTD 7/68.

225 Knitting mills, products

NETHERLANDS—Knit outerwear for babies, infants. Simon Suesan Textielagenturen (commission agent), 61 Cliostraat, Amsterdam. WTD 6/68.

SWITZERLAND—Knit apparel, beachwear, bathing suits, knit dresses, leotards, skirts, suits, underwear, knit underwear fabrics, tricot fabrics, foundation garments, towels, washcloths. Direct purchase and agency. Bollag's Sohn, Hans (importer, agent), Seestr. 4, 8027 Zurich. WTD 7/68.

227 Floor covering mills, products

AUSTRALIA—Rugs, wool, cotton, synthetic. Direct purchase and agency. Waters Trading Co. Pty. Ltd. (manufacturer, distributor, exporter, importer), 51-55 Mountain St., Sydney, N.S.W. 2000. WTD 7/68.

GERMANY—Tufted carpets, rugs, similar floor covering mats of tufted material. Direct purchase and agency. Grays Carpets & Textiles GmbH. (importer, wholesaler), 2000 Hamburg 22, Stormsweg 12. WTD 7/68.

ITALY—Wall-to-wall carpets, moquettes. Direct purchase and agency. V.I.P.—Societa' per l'Edilizia a r.l. (importer, distributor), 6/c Via Gerolamo Dandini, 00154 Rome. WTD 7/68.

231 Men's, youths', boys' suits, coats, overcoats

SWEDEN—Men's jackets. Thorvald Petersen AB (retailer), Andra Langgatan 18, S-413 03 Goteborg. WTD 7/68.

SWITZERLAND—Coats, jackets, suits, overcoats, vests, raincoats. Direct purchase and agency. Bollag's Sohn, Hans (importer, agent), Seestr. 4, 8027 Zurich. WTD 7/68.

232 Men's, youths', boys' furnishings, work clothing

GERMANY—Sport clothing, non-tailored. Direct purchase and agency. Sportimpex (importer, wholesaler, distributor), Sybille Rasmussen, 2000 Hamburg 20, Heilwigstrasse 39. WTD 7/68.

SWEDEN—Jeans. Thorvald Petersen AB (retailer), Andra Langgatan 18, S-413-03 Goteborg. WTD 7/68.

233 Women's, misses', juniors' outerwear

GERMANY—Sport clothing, non-tailored. Direct purchase and agency. Sportimpex (importer, wholesaler, distributor), Sybille Rasmussen, 2000 Hamburg 20, Heilwigstrasse 39. WTD 7/68.

SWITZERLAND—Blouses, dresses, shirtwaists, ensembie dresses, aprons, bathing suits, beachwear, leotards, shorts, ski suits, slacks, washable service apparel, coats, raincoats, jackets, suits. Direct purchase and agency. Bollag's Sohn, Hans (importer, agent), Seestr. 4, 8027 Zurich. WTD 7/68.

239 Fabricated textile products

AUSTRALIA—Furnishings, consisting of plastic, fancy, other curtains. Direct purchase and agency. Waters Trading Co. Pty. Ltd. (manufacturer, distributor, exporter, importer), 51-55 Mountain St., Sydney, N.S.W. 2000. WTD 7/68.

242 Sawmills, planing mills

ITALY—Sawed pitch pine, Douglas fir lumber. Direct purchase and agency. Nicoli Marcello (agent, distributor), 62 Via Vacuna, 00157 Rome. WTD 5/68.

249 Wood products

ITALY—Acoustical tile board. Direct purchase and agency. V.I.P.—Societa' per l'Edilizia a r.l. (importer, distributor), 6/c Via Girolamo Dandini, 00154 Rome. WTD 7/68.

261 Pulp mills, products

PAKISTAN—Paper pulp, including sulfides, sulfites, mechanical. H. B. Sayeed Ltd. (indentor), 13-A Dundas St., Karachi 3. Attn.: Mr. Altaf Hussain, Dir. WTD in preparation.

262 Paper mills, products

GERMANY—Newsprint, unbleached kraft paper, glassine, greaseproof, vegetable parchment. Direct purchase and agency. Josef Froehlen, Papiergrosshandlung G.m.b.H. (importer, wholesaler), Zweigniederlassung Hamburg, Import-Abteilung, 2000 Hamburg 13, Oberstrasse 110. WTD 5/67.

263 Paperboard mills, products

GERMANY—Folding boxboard stock, set-up boxboard. Direct purchase and agency. Josef Froehlen, Papiergrosshandlung G.m.b.H. (importer, wholesaler), Zweigniederlassung Hamburg, Import-Abteilung, 2000 Hamburg 13, Oberstrasse 110. WTD 5/67.

264 Converted paper, paperboard products

AUSTRIA—Paper products suitable for sale through stationery, school, office supply stores. Direct purchase and agency. Joh. Haas (importer, wholesaler, retailer, manufacturers' representative), Vogelweiderstrasse 37, A-4600 Wels/00e. WTD 8/67.

GERMANY—Delicatessen, locker, including freezer paper. Direct purchase and agency. Josef Froehlen, Papiergrosshandlung G.m.b.H. (importer, wholesaler), Zweigniederlassung Hamburg, Import-Abteilung, 2000 Hamburg 13, Oberstrasse 110. WTD 5/67.

ITALY—Wallpaper. Direct purchase and agency. Giuliani, Angela Societa' a r.l. (importer, distributor, retailer), 33 Vua di Porta Castello, 00193 Rome. WTD 5/68.

275 Commercial printing

PAKISTAN—Printed polyethylene bags for

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4450.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2811.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

packing of fish products. Photographic designs for printing will be furnished by importer. Desires quotations C&F, Karachi. Printed coated cardboard cartons for use in packing frozen shrimp, related fish products; printed kraft paper sacks of 31" size for packing guar gum for U.S. market, importer anticipates orders of 50,000 bags per shipment, four shipments per year. H. B. Sayeed Ltd. (importer), 13-A, Dundas St., Karachi 3. Attn.: Mr. Altaf Hussain, Dir. WTD in preparation.

281 Industrial chemicals

PORTUGAL—Solvent chemicals for boiler pipe cleaning. Direct purchase and agency. Rintel—M. Fernandes de Sa (agent, importer), 87 Rua 15 de Novembro, Oporto. WTD 7/68.

282 Synthetic materials

SWITZERLAND—Speciality plastic adhesives for industrial application. Werkzeugmaschinenfabrik Oerlikon Buehrle AG (manufacturer), Abt. DPA/WO, Birchstr. 155, 8050 Zurich. WTD 9/67.

283 Drugs

JAPAN—Tranquilizer, derivatives of phenothiazine such as chlorpromazine, trifluoperazine, perphenazine, chlorprothixene; nonsteroidal anti-inflammatory agent; cyclomandol—vasodilator for peripheral vascular disease; anti-tuberculosis agent. Mita Pharmaceutical Co., Ltd. (manufacturer), 885 Inami, Inami-cho, Higashi-Tonami-gun, Toyama Prefecture. WTD 7/68.

285 Paints, varnishes, lacquers, enamels

GERMANY—Paints, varnishes, lacquers and finishes, preferably novelties. Requests replies in German. Direct purchase and agency. Odenwaelder Lackfabrik Georg Sehr (manufacturer, distributor), 6123 Bad Koenig/Odenwald. WTD 7/68.

287 Agricultural chemicals

● **IRAN**—Dimethoate, with a proportion of 200-500 grams active material per litre equivalent to 1,000 kgs. active material of Dimethoate, or Methyl Demeton having 200-300 grams thiol isomer per litre equivalent to 832 kilos active material thiol.

Tichlorophon, 75-80% active material equivalent to 2,000 kgs. active material or DDD, 45-55% W.P., equivalent to 2,000 kilograms active material.

Malathion, 50% E.C., 11,000 litres.

Lindane, 25% gamma isomer BHC, W.P., 1,000 kgs.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Bid deadline Sept. 28. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-967-3910).

289 Chemical products

● **INDIA**—Supply of plastic igniter cord (slow), 350 reels of 304.80 meters each, and plastic igniter cord connectors (beanhole connectors), 135 cases of 10,000 each. Bid deadline 3 p.m., Aug. 26.

Tender papers available at no cost from India Supply Mission, 2536 Mass. Ave., NW, Washington, D.C. 20008.★ (Telephone 202-265-5200).

SWITZERLAND—Speciality adhesives for industrial application. Werkzeugmaschinenfabrik Oerlikon Buehrle AG (manufacturer), Abt. DPA/WO, Birchstr. 155, 8050 Zurich. WTD 9/67.

299 Products of petroleum, coal

● **BURMA**—Lubricating oils and greases, quantity, one year's requirements for Burma, fiscal year 1968-69.

Tender No. PAYALA/YAUNG/SAHSA/5, bid deadline Aug. 15.

Marketing Manager, People's Oil Industry, P.O. Box 1049, 622 Merchant St., Rangoon.★ (Telephone: 202-967-2355).

326 Pottery, related products

NETHERLANDS—Table, kitchen articles for use in hotels, restaurants, other commercial institutions for preparing, serving, or storing food or drink. Direct purchase and exclusive representation. Brochures, price lists requested. Mr. K. Steringa, H.J.A. Geubels N.V. (importer, sales agent), 20 Guldenstraat or: P.O. Box 107, Groningen. WTD 6/68.

328 Cut stone products

GERMANY—Granite in cut plates, blocks as well as finished granite for grave stones, buildings. Requests price quotations f.o.b. American ports. Requests replies in German or Spanish. Direct purchase and agency. Duisburger Naturstein—Import Dieter Trauzettel (importer, exporter, sales agent, wholesaler), Hafenkanal Magazin 316/317, 41 Duisburg-Ruhrort. WTD 7/68.

331 Steel mill products

NETHERLANDS—Taglines for use on earth-moving equipment. Intermeca N.V. (importer), 224 Utrechtscheweg, Rhenen. WTD 6/68.

342 Cutlery, hand tools, general hardware

GERMANY—External furniture fittings, primarily for tables, upholstered furniture. Requests price quotations c.i.f. European ports. Willy Fleischer, Metallwarenfabrik (manufacturer, wholesaler, exporter), 26/28 Neukircher Muehle, 43 Essen-Werden. WTD 7/68.

Motor vehicle hardware, accessories, parts suitable for selling through mail order houses, department stores, cash and carry shops. Direct purchase and agency. Wilhelm Winter (importer, wholesaler), 2000 Hamburg 28, Ackermannstrasse 28a. WTD 3/68.

344 Fabricated structural metal products

GERMANY—Equipment, apparatus for production, storage and handling of liquid gases at low temperatures; cryogenics for liquid gas accelerators for nuclear energy institutes, universities and industrial research institutes. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. H. Erben GmbH. (importer, wholesaler), 4 Teutonenstrasse, 4 Duesseldorf-Oberkassel. WTD 7/68.

345 Screw machine products

NETHERLANDS—Fasteners, special fastening systems. Exclusive representations for Benelux countries. Onkenhout & Onkenhout N.V. (importer), 103 Verrijn Stuartweg, P.O. Box 66, Diemen. WTD 6/68.

SWITZERLAND—Industrial special, standard fasteners, new inventions. Werkzeugmaschinenfabrik Oerlikon Buehrle AG (manufacturer), Abt. DPA/WO, Birchstr. 155, 8050 Zurich. WTD 9/67.

346 Metal stampings

NETHERLANDS—Institutional catering equipment: stainless steel, aluminum kitchen utensils. Direct purchase and exclusive representation. Brochures, price lists requested. H.J.A. Geubels N.V. (sales agent, importer), 20 Guldenstraat or: P.O. Box 107, Groningen. WTD 6/68.

352 Farm machinery

GHANA—Component parts to produce simple plows, harrows, ridgers, slashers, lawn mowers, rotary tillers suitable for agricultural use in developing country. Interested in acquiring agency representation for complete tractor-drawn agricultural implements. Dr. N. D. Wadhwa, Managing Director, Agricultural Engineers Ltd. (manufacturer, assembler), P.O. Box 3707, Accra. WTD 7/68.

SWEDEN—Lawn mowers, parts; other farm machinery, parts. Varutjanst, AB (retailer, distributor), 12 Nybrovagen, S-382 00 Nybro. WTD 7/68.

353 Construction, mining, materials handling machinery equipment

● **KENYA**—Six wharf cranes, seven ton lift, per specifications. Tender No. 5004/68. Bid deadline Aug. 14. Detailed specifications available from the Overseas Purchasing Div., East African Railways and Harbours, 4, Millbank, London, S.W.1.

NETHERLANDS—Excavators, cable operated or hydraulic, new, used; wheelloaders, new, used; dragline buckets. Intermeca N.V. (importer), 224 Utrechtscheweg, Rhenen. WTD 6/68.

● **TURKEY**—Thirty crawler type 1½ cu. yd, excavators; ten truck mounted ¾ cu. yd. excavators; forty tractor shovel-loaders, 1 cu. yd. crawler type; fifteen tractor shovel-loaders, 1 cu. yd. wheel type; thirty tractor dozers, 225 hp., crawler type; twenty tractor dozers, 110 hp. crawler type; fifteen tractor dozers, 160 hp., wheel type; twenty motor graders, 115 hp.; twenty portable compressors, 240 cfm; ten portable compressors, 350 cfm; ten diesel generators, 100 kw; fifteen diesel generators, 50 kw; two hundred dump trucks, 3 cu. yd.; ten truck mounted transit mixers, 4 cu. yd.; thirty motorized scrapers, 7 cu. yd.

Tender No. 68-20T-40. Bid deadline Sept. 18. Devlet Su Isleri Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Yucetepe Han, Maltepe R 7, Ankara.

354 Metalworking machinery

NETHERLANDS—Fastening tools, pneumatic portable rivet squeezers, especially for tubular, semi-tubular rivets, pneumatic portable nailers. Exclusive representations for Benelux countries. Onkenhout & Onkenhout N.V. (importer), 103 Verrijn Stuartweg, P.O. Box 66, Diemen. WTD 6/68.

Wire rope cutters. Intermeca N.V. (importer), 224 Utrechtscheweg, Rhenen. WTD 6/68.

SWEDEN—Power-saws, portable power-driven hand tools. Varutjanst, AB (retailer, distributor), 12 Nybrovagen, S-382 00 Nybro. WTD 7/68.

355 Special industry machinery

NETHERLANDS—All types of printing trades machinery. Direct purchase and exclusive agencies for Benelux countries, Norway, Sweden. C. J. Fakkel & Co., N.V. (importer, exporter, distributor), 20 Koningsweg, P.O. Box 46, Soest. WTD 6/68.

357 Office, computing, accounting machines

● **ARGENTINA**—Supply of data processing equipment and systems requested by Universidad Nacional de la Plata, a State University. Tender No. 1/68, bid deadline Sept. 30. Correspondence preferred in Spanish.

Copies of tender conditions and technical specifications are available for 10,000 Argentine pesos (approx. U.S. $28.58-350 Argen. pesos=U.S. $1) from Universidad Nacional de la Plata, Departamento Contrataciones, Direccion General de Administracion, Calle 7 No. 776, La Plata, Province of Buenos Aires, Argentina.

CYPRUS—Electric totalizator computing system with maximum number of twelve horses. Agency and direct purchase. Quote c.i.f. Cyprus including installation, training if necessary. E. K. Torikian (manufacturers' agent, importer, distributor), P.O.B. 1313, Nicosia. WTD 3/68.

● **IRAN**—Supply of four weighbridges for weighing trucks and trailers, capacity for weighing 50 tons, platform size 3.5 x 14 meters. Bid deadline Sept. 30. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-967-2939).

358 Service industry machines

GERMANY—Water conditioning equipment for swimming pools. August Klueber Apparatebau und Wasseraufbereitung GmbH (manufacturer, exporter), 6905 Schriesheim, Postfach 8. WTD 7/68.

NETHERLANDS—Commercial coffee, tea making machines, small food servicing, dispensing, refrigeration equipment. Direct purchase and exclusive representation. Brochures, price lists requested. Mr. K. Steringa, H.J.A. Geubels N.V. (importer, sales agent), 20 Guldenstraat or: P.O. Box 107, Groningen. WTD 6/68.

359 Machinery

PORTUGAL—Boiler tube cleaning equipment, accessories. Direct purchase and agency. Rintel—M. Fernandes de Sa (importer, agent), 87 Rua 15 de Novembro, Oporto. WTD 7/68.

361 Electric transmission, distribution equipment

● **ARGENTINA**—Supply approx. $196,000 worth of 13.2 KV switches and section switches for transformer stations, partially financed by Inter-American Development Bank.

Tender No. 82/68, bid deadline Aug. 19.

Conditions and specifications available for $28.58 from Agua y Energia Electrica, Lavalle 1554, Buenos Aires, Argentina.

● **CHILE**—Supply six each three phase oil circuit breakers, class 15-Kv and six each three phase oil circuit breakers, class 25 Kv. Tender No. n/n, Bid deadline Aug. 27.

Specifications in English or Spanish available for approx. $4.00 from Empresa Nacional de Electricidad S. A., "ENDESA", calle Merced 753, OF. 804, Santiago, Chile.

● **IRAQ**—Design, supply and erect three each substations each with 2x50 MVA transformers, extension of one existing substation with 2x25 MVA transformers and extension of two or more substations in Baghdad area. Bid deadline Sept. 1.

Specifications available for $283 from the Secretary of the Technical Department, National Electricity Administration-166 11-Jumhouriyah St., 4th Floor, Room No. 29, Baghdad, Iraq.

● **IRELAND**—Supply 100 each IA, 150 each IIa, 200 each III tubular poles for overhead electric power distribution lines. Tender No. ENQ. 778/PS, bid deadline Sept. 3. The Secretary, Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin 2.

One set of specifications available for review only, not loan, from the Power and Electrical Equipment Division, U.S. Department of Commerce, Room 4124, Washington, D.C. (Telephone: 202-967-4241).

● **TANZANIA**—Supply and complete erection of seven circuit extension to 33 KV outdoor sub-station at Ubungo near Dar-es-Salaam. Tender No. 10571. Bid deadline Aug. 21.

Tender documents available from Balfour, Beatty & Co., Ltd., Bow Bells House, Bread St., London, E.C. 4, England, upon payment of $110.00, returnable upon submission of valid tender. Financed by loan from IBRD.

● **TRINIDAD**—Supply, Tender No. 1478, 5,000–8′ x 11/16″ diameter stay rods (Guy Anchors); Tender No. 1479, 700,000 ft. duplex low voltage overhead service conductor; Tender No. 1480, 750,000 ft. triplex low voltage overhead service conductor, bid deadline Aug. 29.

Purchasing Officer, Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain, Trinidad, W.I. (Exempt from import duties).

Specifications available for review only, in Room 4124, Power and Electrical Equipment Division, U.S. Department of Commerce, Room 4124, Washington, D.C. (Telephone: 202-967-4241).

● **TURKEY**—Supply nine each current limiting reactors, single phase, 33.3 MVAR, 380 volt. Tender No. X-227. Bid deadline Sept. 3.

Tender documents in English available from Etibank Sebekeler Dairese, Necatibey Caddesi No. 3, Kat 3, Ankara. Financing contemplated by IBRD.

362 Electrical industrial apparatus

SWITZERLAND—Electric capacitors for industrial use. Direct purchase and agency. Egli Fischer & Co. AG (importer, agent), Gotthardstr. 6, 8022 Zurich. WTD 7/68.

363 Household appliances

JAMAICA—Two hundred two-burner counter type built in electric stoves. Direct purchase and agency. Gordon Marzouca, Wester Traders (importer, manufacturers' representative), 20 Chuch St., Montego Bay. WTD 7/68.

364 Electric lighting, wiring equipment

NETHERLANDS—Lighting fixtures, specialties for industrial, commercial, office use. Direct purchase and exclusive representation for Benelux countries, W. Germany. Descriptive literature, price lists required. Mr. H. G. Veth, VEZA Handelmaatschappij N.V. (importer, wholesaler, exporter), 71 Palmgracht, Amsterdam. WTD 6/68.

365 Radio, television receiving sets

FRANCE—Color television receiving sets of most modern types suitable for use in France, related equipment. Direct purchase and agency. Lascaux (S.A. des Nouveaux Etablissements) (dealer, manufacturer), 2 Place Denis-Dussoubs; 87- Limoges, Haute-Vienne. WTD 7/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

366 Communications equipment

● **IRELAND**—Supply, installation, and testing of a fully transistorized carrier telephone system. Tender No. C/513/9/19, bid deadline Sept. 19. The Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, Hawkin's House, Dublin 2.★ Telephone: 202-967-4823).

● **MALAYSIA**—Supply of telephone exchange and subscriber equipment, such as jacks, heat coils, terminal blocks, jumpers and eliminators. Bid deadline Aug. 12.

Talikom, Setor dan Wokshop, Jalan Brickfields, Green Tender Box No. (1), Kuala Lumpur.★ (Telephone: 202-967-4823).

● **NEW ZEALAND**—Supply of telegraph exchange equipment. Tender No. 170/5450, bid deadline Aug. 27.

Director General, Stores Div., General Post Office, Wellington.★ (Telephone: 202-967-4823).

371 Motor vehicles, motor vehicle equipment

SOUTH AFRICA—Electric vehicles: small in-plant battery-operated. Direct purchase and sole franchise for Cape Province. Cape Battery Co. (Cape Town) (Pty.) Ltd. (importing distributor), P.O. Box 2238, Cape Town, Cape Province. WTD 11/67.

374 Railroad equipment

● **TAIWAN**—One hundred passenger car

trucks. Tender No. 1B2B-0023(Y), bid deadline Aug. 12.

Twenty-seven passenger cars, four dining cars, five power and baggage cars, and spare parts. Tender No. 1B2B-0021(Y), bid deadline Aug. 15.

Central Trust of China, Purchasing Department, 49 Sect. 1, Wuchang St., Taipei.

These are global tenders with financing by IBRD loan.

Documents are obtainable from the Central Trust of China for $20.50 per set including airmail postage.

Specifications and drawings are available for review only in Room 4314, Transportation Products Division, Railway Equipment Branch, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4816).

381 Engineering, laboratory, scientific, research instruments

AUSTRIA—Meteorological equipment such as wireless transmitters for meteorological data, moisture, temperature, from pilot balloons, photometers, turbity meters, related instruments. Not interested in barographs, thermographs, hygrographs, meteorographs, barometers, anemometers electrical and non-electrical, wind-warning systems both with regard to strength, direction. Direct purchase and agency. Dipl.Ing. Anton Kroneis (manufacturer, importer, retailer), Iglaseegasse 30-32, A-1190 Vienna. WTD 5/67.

NETHERLANDS—Pumps for laboratory use. Direct purchase and exclusive representation for Benelux, other Common Market countries. Descriptive literature, price lists requested. A.F. Verder-Vleuten N.V. (importer, wholesaler, exporter), 23 Utrechtseweg or: P.O. Box 1, Vleuten. WTD 6/68.

382 Instruments for measuring, controlling, indicating physical characteristics

● **MALAYSIA**—Supply of approx. 91,820 cold water meters and spares, with 85,624 size ½"; 5,073 size ¾"; and the remainder in sizes 1", 1½", 2", 3", 4", and 6"; meters of sizes up to 2" shall be of the semi-positive rotary piston type; meters of larger sizes than 2" can be of the inferential type.

Bid deadline Sept. 16.

The Director of Public Works Dept., Public Works Dept. Headquarters, Tender Box, Jalan Maxwell, Kuala Lumpur.★ (Telephone: 202-967-2939).

NETHERLANDS—Flow meters for all types of liquids; measuring instruments for conductivity or other values, connected with flow metering, liquids and water supply installations; measuring instruments for measuring fluor content in water. Fa. Brinck & Zn. (sales agent), 1 Spoorstraat, Amersfoort. WTD 6/68.

PORTUGAL—Dosimeters for dispensing, maintaining pre-determined proportion of chemicals for conditioning industrial and public water supplies, swimming pools; other mechanical measuring, controlling instruments. Direct purchase and agency. Rintel—M. Fernandes de Sa (agent, importer), 87 Rua 15 de Novembro, Oporto. WTD 7/68.

384 Surgical, medical, dental instruments

NETHERLANDS—Disposable medical products, orthopedic, prosthetic, surgical appliances, supplies. F. Konigs & Zn. (importer, agent), 75 Heideveldweg, P.O. Box 48, Laren (NH). WTD 7/68.

Artificial kidney equipment, dialysers, related equipment. Direct purchase and exclusive representation for Benelux, other Common Market countries. Descriptive literature, price lists requested. A.F. Verder-Vleuten N.V. (importer, wholesaler, exporter), 23 Utrechtseweg or: P.O. Box 1, Vleuten. WTD 6/68.

386 Photographic equipment, supplies

● **GREECE**—Supply of sensitized X-ray film including: 3,000 sheets, 13x18 cm.; 115,000 sheets, 18x24 cm.; 270,000 sheets, 24x30 cm.; 207,000 sheets, 30x40 cm.; 125,000 sheets, 35.6 x35.6 cm.; 6,000 sheets, 35.6-43.2 cm.; 40,000 sheets, 3x4 cm.; 2,000 sheets, 4x5 cm.

Tender No. 15/68, bid deadline Sept. 19. Estimated value: $186,000

Institute of Social Insurance (IKA), Supply Dept., 8 Aghion Konstantinon St., Athens.★ (Telephone: 202-967-2939).

SWITZERLAND—White printing machines (diazo); electrostatic copying machines; photocopying machines; repro cameras; folding machines for drawings; micro film, blow back equipment. Direct purchase and agency. Messerli AG (importer, agent, wholesaler), Lavaterstr. 61, 8027 Zurich. WTD 7/68.

394 Toys, amusement, sporting goods

GERMANY—Games and toys, fishing tackle, equipment, other sporting, athletic goods. Direct purchase and agency. Sportimpex (importer, wholesaler, distributor), Sybille Rasmussen, 2000 Hamburg 20, Heilwigstrasse 39. WTD 7/68.

395 Pens, pencils, office, artists' materials

AUSTRIA—Writing instruments, all other types of products suitable for sale through stationery, school, office supply stores. Direct purchase and agency. Joh. Haas (importer, wholesaler, retailer, manufacturers' representative), Vogelweiderstrasse 37, A-4600 Wels/00e. WTD 8/67.

399 Manufacturing industries

FRANCE—Advertising novelties; publicity gadgets; giftware; related articles suitable for sale on French market. Direct purchase and agency. Price lists, descriptive literature requested. Requests replies in French. Publi-Diffusion (dealer), B.P. No. 28; 19- Uzerche, Correze. WTD 10/67.

SWITZERLAND—Human hair, raw. Direct purchase and agency. Joseph Leutenegger (importer, exporter, wholesaler), Langwattstrasse 14, 8125 Zollikerberg. WTD 7/68.

Demanding markets

As a U.S. producer selling in our domestic economy, you already are a supplier to the most demanding market in the world. Moving into the foreign market, you will benefit from the know-how you have acquired from previous experience, just as you will benefit from the assets of good judgment, tact, aggressiveness, and business acumen.

In this sense, it is neither more difficult nor easier to achieve success in selling overseas than it is to succeed in selling in this country. Success in export requires careful evaluation of potential markets for your product; willingness to make a long-term commitment, if necessary; and some adaptability to foreign techniques in marketing and servicing.

LAWRENCE C. McQUADE, Assistant Secretary for Domestic and International Business, in "Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

Uganda to buy office supplies, drafting, surveying equipment

Uganda is offering a tender for office, drawing, drafting and surveying supplies including: printing and tracing paper, stencils, pens, protractors, tapes, drawing boards, erasers, scales, squares and levelling staffs, pencils, drawing instruments, ink, dividers and gauges, tripods, theodolites, and other related items.

The Tender No. is E/24/68-9 and the bid deadline is Sept. 11.

Bids should be submitted to: Chief Supplies Officer, Ministry of Works, Communications and Housing, Post Office Box 98, Entebbe, Uganda.

A Loan copy of the terms and specifications is available to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, BDSA-666, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-2939.

Argentina announces plans for water demineralizing plant

SEGBA, an Argentine Government-owned utility, invites bids for the construction of a water demineralizing plant.

Bid deadline is Aug. 14.

Copies of conditions are available for 5,000 Argentine pesos (approx. $14) from SEGBA, Balcarce 184, Room 443, Buenos Aires, Argentina.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

207 Confectionery

FRANCE—Chewing gum, confectionery products. Requests replies in French. Carayon (Pierre), (sales agent), 8 Avenue Michelet; 47- Agen, Lot-et-Garonne. WTD 7/68.

283 Drugs

FRANCE—Ethical drugs, pharmaceutical specialties, cardio-vascular, O.R.L., and ophthalnologic products. Exclusive agency. Dedieu (Laboratoires) (producers, wholesalers), 80 Rue Delord; 33- Bordeaux, Gironde. WTD 7/68.

331 Steel mill products

NETHERLANDS—Electric welded steel pipes. Exclusive agency. Fa. Jaagstaal (commission agent), 47 Nieuwe Hilversumseweg, Bussum. WTD 6/68.

353 Construction, mining, materials handling machinery, equipment

IRELAND—Track chains, running gear for earthmoving equipment. Equipment Sales (importing distributor), Jobstown, Tallaght, Co. Dublin. WTD 7/68 .

355 Special industry machinery

NETHERLANDS—Packaging, wrapping machinery for food products, luxury items, especially spray drying installations. Exclusive representations for Benelux countries. Technisch Handelsbureau "Junior" N.V. (importer), 10 Elementenstraat, P.O. Box 8006, Amsterdam. WTD 6/68.

356 General industrial machinery

JAPAN—Fine mist sprayer of sterilizers, agricultural chemicals, electric or gasoline engine driven. Japan Organo Co., Ltd. (manufacturer, exporter, importer), 5-16 Hongo 5-chome, Bunkyo-ku, Tokyo. WTD in preparation.

NETHERLANDS—Pumps for chemical industry. Exclusive representation on outright basis for Benelux countries, other Common Market countries. Descriptive literature, price lists requested. A.F. Verder-Vleuten N.V. (importer, wholesaler, exporter), 23 Utrechtseweg or: P.O. Box 1, Vleuten. WTD 6/68.

Air compressors, accessories for general industrial applications, pneumatic portable rivet squeezers, especially for tubular, semi-tubular rivets, pneumatic portable nailers. Exclusive representations for Benelux countries. Onkenhout & Onkenhout N.V. (importer), 103 Verrijn Stuartweg, P.O. Box 66, Diemen. WTD 6/68.

357 Office machines

PANAMA—Typewriters: electric and manual. Exclusive agency. Equipo de Oficina, S.A. (importer, agent, retailer), P.O. Box 5035, Panama 5, R.P. WTD 12/67.

364 Electric lighting, wiring equipment

NETHERLANDS—Warning lamps, traffic lanterns, illuminated signs, beacons. N.V. Fabriek en Handelsbureau "Nederland" (manufacturer, importer, exporter), 22 Donkere Spaarna, P.O. Box 665, Haarlem. WTD 7/68.

366 Communication equipment

NETHERLANDS—Electric traffic signals, road signs, traffic controlling equipment, road barriers. N.V. Fabriek en Handelsbureau "Nederland" N.V. (manufacturer, importer, exporter), 22 Donkere Spaarne, P.O. Box 665, Haarlem. WTD 7/68.

367 Electronic components, accessories

FRANCE—Electronic equipment, components, devices, accessories of all categories for radio, television, other uses such as industrial applications, research, medical field, including audio-frequency equipment; receivers-transmitters, related lines. Transformation repair facilities, maintenance and after sale services available. Stamelec (sales agent, dealer), Ateliers Croix-Saint-Jacques; 24- Thiviers, Dordogne. WTD 12/67.

384 Surgical, medical, dental instruments

ENGLAND—Manufacturer of colorimeters, absorptionmeters, flame photometers, atomic absorption spectrophotometers, amino acid analyzers, air pollution equipment, wishes to represent American firms manufacturing electrochemical or spectrochemical instruments complementary to own products for use in medical, laboratory, plant control fields. Evans Electroselenium Ltd. (manufacturer), St. Andrews Works, Halstead, Essex. WTD 6/68.

559 Miscellaneous aircraft, marine, automotive dealers

NETHERLANDS—Aircraft parts, components. Moorman Air (agent), Hangar 7, Schiphol-Oost, Amsterdam. WTD 6/68.

Leads for Importers

Commodities are offered direct unless specified

242 Sawmills, planing mills

MALAYSIA—Malaysian timber: logs, sawn lumber. Direct sales or through agents. Messrs. Hoe Hung Sawmill Co. Ltd. (manufacturer, wholesaler, exporter), 4 Abell Road, Kuching, Sarawak. WTD 7/68.

249 Wood products

MALAYSIA—Wooden dowels. Direct sales or through agents. Messrs. Hoe Hung Sawmill Co. Ltd. (manufacturer, wholesaler, exporter), 4 Abell Road, Kuching, Sarawak. WTD 7/68.

322 Glass, glassware

FRANCE—Lighting glassware, pressed or blown, including decorated articles; illuminating glass and light fixtures, related lines for home use. Wholesale exportation. Descriptive literature, price lists mailed upon request. Domec & Cie, (Verreries) (manufacturer, exporter), 11 Rue Eugene-Delacroix; 33- Bordeaux, Gironde. WTD 7/68.

UN projects available

Reports and technical annexes of major completed United Nations Development Program projects are being reproduced on microfilm and microfiche by University Microfilms Library Services, Inc. Printed copies (xerographic enlargement) are also available at nominal cost.

Inquiries may be addressed to University Microfilms, 300 North Zeeb Road, Ann Arbor, Michigan 48106.

New Trade Lists

The Bureau of International Commerce has published the following Automated Trade Lists for Canada, copies of which may be ordered by firms domiciled in the United States, giving the five digit identification (ID) number from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230 or from Department of Commerce Field Offices. The price is $1 per list.

Canada—an automated list

No.	*Title*	*Number of names in list*
01000	Farm products	(64)
10000	Mining companies; crude petroleum and natural gas producers; contract construction companies	(37)
20000	Food and kindred products	(280)
21000	Tobacco and tobacco products	(22)
22000	Textile mill products	(183)
23000	Apparel and other finished products made from fabrics	(209)
24000	Lumber and wood products; furniture and fixtures	(168)
26000	Paper and allied products; printed and published materials	(152)
28000	Chemicals and allied products	(263)

29000—Petroleum and petroleum products; rubber and miscellaneous plastics products (106)
31000—Leather and leather products (40)
32000—Stone, clay, glass, and concrete products (63)
33000—Primary metal products (81)
34000—Fabricated metal products, except ordnance, machinery, and transportation equipment (256)
35000—Machinery, non-electrical: engines and turbines; farm machinery and equipment; construction, mining and materials handling machinery and equipment (130)
35400—Machinery, non-electrical: metalworking machinery and equipment; special industrial machinery; general industrial machinery and equipment (165)
35700—Office, computing and accounting machines, service industry machinery and miscellaneous non-electrical machinery (117)
36000—Electrical machinery, equipment and supplies (354)
37000—Transportation equipment (124)
38000—Professional, scientific, and controlling instruments; photographic and optical goods (152)
38700—Watches and clocks; jewelry; musical instruments; toys and sporting goods; office supplies; notions, miscellaneous manufactured products (153)
67110—Holding companies (16)
73920—Business, management, administrative and consulting services; engineering and architectural services (17)

Visiting Buyers and Officials

AUSTRALIA—Fred Dummermuth, D. & R. Trading Pty. Ltd., 1605 Dundelong Road, Oakleigh, Vic. 3166, interested in contacting motor accessory importers, exporters, wholesale and retail trade and in visiting large retailers and department stores regarding export to United States of **ranch rugs.** First week in August via San Francisco for three to four weeks. c/o Australian Senior Trade Commissioner, Australian Consulate General, 636 Fifth Ave., New York, N.Y. 10020. Itinerary: San Francisco, Los Angeles, Detroit, Chicago, New York. WTD in preparation.

Eric George Day, General Manager, Davies Shephard Pty. Ltd., 34 Clarke St., South Melbourne, Vic. 3205, interested in manufacturing under license arrangement products such as **special valves for the food, gas, chemical, petroleum industries, flow meters, including batching meters for similar specialized industries.** Aug. 13 via San Francisco for three weeks. c/o U.S. Dept. of Commerce Field Offices en route. Itinerary: San Francisco, Chicago, Detroit, Cleveland, Pittsburgh, Philadelphia, New York. WTD 2/68.

CHILE—Bernardo Trewik, Ingenieria Electromecanica AIROLITE S.A.C.I., Calle Cueto 836-840, Casilla 3841, Santiago, interested in obtaining licensing agreement with U.S. manufacturers of **ventilating equipment, especially centrifugal pumps and blowers.** July 22 via Miami for one month. c/o Irving Steinberg, 1710 Andrews Ave., Bronx, N.Y. Itinerary: Washington, Baltimore, New York, possibly Chicago. WTD 5/65 under revision.

INDIA—Brij Mohan Gupta, Indian Avitronics, Laxmi Bazar, Cloth Market, Delhi 6, interested in contacting U.S. suppliers of **aircraft components and parts.** July 27 via Washington for four weeks. c/o Dev Mohan Gupta, Apt. 227, Carlton Towers, 285 Aycrigg Ave., Passaic, N.J. 07055. Itinerary: Washington, New York, Miami, Los Angeles, San Francisco. WTD 4/68.

K. P. Mehta, Deepak Insulated Cable Corp. Ltd., Coffee Board Building, IV Floor, 1 Vidhana Veedhi, Bangalore, Mysore State, interested in contacting U.S. manufacturers and suppliers of **machinery for manufacture of copper and enamel strips, varnish for enameling wires and strips, glass fiber and asbestos covered wires and strips,** and requesting technical information. First week of August via New York for three weeks. c/o V. D. Dalal, 2122 Prospect Ave., East Meadow, L.I., N.Y. Itinerary: New York, Washington, Richmond, Va., Chicago, San Francisco, Los Angeles. WTD 11/65 under revision.

JORDAN—Walid Bitar and Sabeeh El Masri, representing Arab Supply & Trading Co. and Saudi Arab & Supply Trading Co., P.O. Box 836, Amman, interested in **household appliances, office supplies, men's wear.** July 25 via New York for one month. c/o SCM Corp., 410 Park Ave., New York, N.Y. 10022. Itinerary: New York, Washington, cities in Texas. San Francisco. WTD in preparation.

MADAGASCAR—Pierre Eid, Bureau de Developpement et de Promotion Industriels (B.D.P.I.), 33 Rue de Liege, Tananarive, interested in technical assistance and investments in following proposed plants: a **concentrated milk plant, a fertilizer plant, a glucose plant, other industries under study; seeking technical or management assistance in connection with existing plant SOCOBIS manufacturing biscuits, candies, chewing gum.** Aug. 5 via New York until Aug. 13. c/o Statler Hilton Hotel, Niagara Square, Buffalo, N.Y. 14202. Itinerary: 8/5-10 New York, 8/10 Washington, 8/12 Chicago. Government organization.

SAUDI ARABIA—Abdulla Fouad, Fouad and Tamimi, Dammam, interested in establishing a **caustic soda plant** and wishes to contact U.S. manufacturers of needed equipment. July 20 via New York for two months. c/o John Fabick Tractor Co., 3100 Gravois Ave., St. Louis, Mo. 63118. Itinerary: scheduled after arrival. WTD 3/68.

SOUTH AFRICA—P. Michau, Frankipile Co. S.A. (Pty.) Ltd., P.O. Box 75, Bramley, Transvaal, interested in purchasing **earth-boring machinery** for vertical holes of 18" to 6" diameter for own business. Around Aug. 4 via New York for two weeks. c/o U.S. Dept. of Commerce New York Field Office. Itinerary: New York, Dallas, Los Angeles. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BOLIVIA—A tender for **construction of a gas pipeline from Santa Cruz, Bolivia, to the Argentine border** is expected to be issued soon.

The Bolivian Cabinet and Petroleum Council recently authorized the signing of a contract with Argentina for the sale of 4,000,000 cubic meters of gas per day during the first seven years of a 20-year contract at a price of 22.5 cents per thousand cubic meters.

The contract calls for delivery of 4.5 million cubic meters daily during the remaining 13 years.

HONDURAS—Construction of eight school buildings and the equipping of a laboratory will be financed from a $2.8 million Inter-American Bank loan to help improve the National University of Honduras.

The buildings are to be located in Tegucigalpa, San Pedro Sula and La Ceiba.

Interested firms should write directly to the Universidad Nacional Autonoma de Honduras, Tegucigalpa, Honduras.

THAILAND—The Government of Thailand has released an English language version of *The Second National Economic and Social Development Plan (1967-1971)* which lists or describes a number of **construction projects,** including: dams and irrigation facilities; docks and shipbuilding installations; automobile parts and glass manufacturing plants; and plans for expansion and improvement of airports, highways, railways and communications centers. The projects are expected to be financed from Thai budget appropriations, foreign loans and grants, or from state enterprise resources. Because of a limited supply the document is available only on three-day loan to firms domiciled in the United States. Requests will be filled on a first-come basis. The report should be used as a general guide. Some of the projects may not be implemented, and data on financial sources are tentative.

UGANDA—The Uganda Tourist Board **plans to increase hotel accommodations and game park lodge rooms to provide for 832 additional persons by 1971.**

New roads and improved lake steamer facilities will make accessible to tourists a number of heretofore unvisited attractions.

New hotel space will be provided in Kampala and the larger towns of Uganda under the auspices of a new agency, The Uganda Tourist Board, Kampala, which will undertake a publicity campaign concentrating on European and North American tourists.

New Books and Reports

New Export Market Guides released by Commerce Dept.

Export Market Guides are prepared by the Commerce Department's Bureau of International Commerce to outline the market for a product in a country.

Although planned as an informational tool in conjunction with specific U.S. Trade Center shows and international fairs, the Guides are also of interest to readers seeking information about a particular foreign market.

Recent titles are:

Germany—Metalworking Tools.

Germany—Climate Control Equipment.

Scandinavia—Metals Processing Machinery.

United Kingdom—Aviation Equipment.

Japan—Packaging Machinery and Equipment.

The Export Market Guides may be ordered, at 10 cents each, from Sales & Distribution, Room 2119, Department of Commerce, Washington, D.C. 20230, or from any Commerce Field Office.

Overseas Business Reports. **U.S. Department of Commerce. Washington, D.C. 1968. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Hong Kong. OBR 68-35. 20pp. Information is included on: geography, government, economic structure, industry, agriculture, labor force, finance, foreign trade, government role in the economy and economic outlook.

Foreign Trade Regulations of Australia. OBR 68-38. 12pp. Trade policy, import tariff system, special customs provisions, internal taxes, shipping documents, marking and labeling requirements, non-tariff import controls, export controls, U.S. controls and government representation are among the topics covered.

Foreign Trade Regulations of British Honduras. OBR 68-39. 8pp. The same subjects covered in Foreign Trade Regulations of Australia are reported on for British Honduras.

Foreign Trade Regulations of Italy. OBR 68-40. 8pp. The same material listed above is covered for Italy.

Basic Data on the Economy of the Republic of Panama. OBR 68-41. 20pp. The same topics covered in Basic Data on the Economy of Hong Kong are covered in this report on Panama.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Year Book of the American Bureau of Metal Statistics: 47th Annual Edition. **Published by the American Bureau of Metal Statistics. New York. 1968. 148pp. $4.50 hardcover, $4 softcover, 25¢ additional postage outside U.S.**

This enlarged edition of an annual publication presents statistics on mine production, smelter production, consumption, imports, exports and other related subjects on a worldwide basis for 1967 and prior years. Metals covered are copper, lead, zinc, nickel, aluminum, bauxite, gold, silver, tin, antimony, cadmium, cobalt, magnesium, molybdenum, platinum and other ores and metals.

There are also introductory texts on the major non-ferrous metals, tables of metal prices, lists of metallurgical plants and their capacities, U.S. duties on principal ore and metal imports, and other data.

Write: American Bureau of Metal Statistics, 50 Broadway, New York, N.Y. 10004.

World Survey of Civil Aviation—Japan 1968. **Published by the Department of Commerce. Washington, D.C. 1968. 13pp. 35 cents.**

The Commerce Department's Business and Defense Services Administration has prepared this book and concluded that Japan can be expected to continue to import many aerospace products, despite the rapid growth of domestic production.

U.S. manufactures have supplied 85-92% of Japan's aeronautical imports in recent years, according to the report. They now face increasing European competition, especially from aircraft engine exporters. Greatest opportunities for U.S. exports are in Japan's military programs, and for light, inexpensive utility and sport planes, and ground support equipment.

This new market survey updates one made in 1960. It is the eleventh in a series of world surveys of civil aviation.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or contact any of the Commerce Department field offices.

Economic Surveys. **Published by the Organization for Economic Cooperation and Development. Paris. 1968. 80 cents each.**

Three new titles are available in the series of economic studies for member countries, published annually by the OECD. These booklets contain information on economic developments and policies, business trends and economic outlook. Emphasis is placed on each country's most important current problems.

A statistical annex is included for each country, giving such information as wages and prices, money and banking, imports and exports and balance of payments.

Belgium-Luxembourg Economic Union. April 1968. 44pp.

Austria. May 1968. 40pp.

Sweden. May 1968. 48pp.

Write: OECD Publications Office, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

The Financial Post Survey of Investment Funds. 1968 Edition, Toronto. **416pp. $7.**

A handbook on Canadian mutual funds, closed-end investment trusts, funds operated by trust companies and life insurance firms as well as investment management companies whose shares are publicly held, the Survey is designed for professional and individual investors.

Special features include: comparisons on performance of funds and details on portfolio holdings, management and financial positions; investor's profit or loss experience over varying time period, for funds whose shares are publicly traded; tables on changes in net asset value per share; and a listing of U.S. and foreign stocks held by the funds.

Write: The Financial Post, 481 University Ave., Toronto 2, Canada.

Electronic Buyers' Guide. **Published by Winkler Verlag. Munich. 1968. 116pp. $2.50.**

More than 1,800 electronic components manufacturers in West Germany, in 150 product categories, are listed in this trilingual reference book (printed in English, French and German).

Complete address, telephone and cable information are included for each company, as well as a section on trademarks and electronic trade shows in Europe.

Write: G. Kallman Assoc., 30 Journal Sq., Jersey City, N.J. 07306.

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Calendar *for international traders*

CHICAGO—Aug. 13—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Aug. 21—Chicago Midwest Credit Management Assn., Bismark Hotel.

CHICAGO—Sept. 3-4—Businessmen's Consultation, **Oliver B. Bongard. Commercial Attache, Taipei/ to the Hague.** Sponsor: Commerce Field Office.

CHICAGO—Sept. 10—Automotive Exporters' Club of Chicago, Builders Bldg.

CLEVELAND—Sept. 6—Businessmen's Consultation, **Oliver B. Bongard. Commercial Attache, Taipei/ to The Hague.** Sponsor: Commerce Field Office.

DALLAS—Aug. 22—Foreign Direct Investment Conference, First National Bank Auditorium, 10:00 a.m. Speaker: **Don Cadle, Deputy Director, Office of Foreign Direct Investments.** Sponsors: Commerce Field Office, REEC, Small Business Administration.

DALLAS—Aug. 28—International Trade Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC, Small Business Administration.

DETROIT—Aug. 13—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

DETROIT—Aug. 27—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

DETROIT—Sept. 10—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

FT. WORTH—Aug. 15—Export Workshop and Consultations, Ft. Worth Chamber of Commerce, 9:30 a.m. Sponsors: Ft. Worth Chamber of Commerce, Commerce Dallas Field Office, REEC, Small Business Administration.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

HONOLULU—Aug. 21—Export-Import Workshop, Suite 286, Alexander Young Bldg. Sponsors: Commerce Field Office, Small Business Admin.

KANSAS CITY—Aug. 22—In-Office Workshop for Exporters, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

LOS ANGELES—Aug. 30—Export Expansion Seminar, Commerce Field Office, 9:30 a.m. Sponsor: Commerce Field Office.

MEMPHIS—Aug. 21—Mid-South Exporters' Roundtable, Hotel Sheraton-Peabody.

MINNEAPOLIS—Aug. 15—Workshop on Foreign Market Research Techniques, Room B-29, Federal Courts Bldg., 2-4:30 p.m. Sponsors: Commerce Field Office, REEC.

MINNEAPOLIS—Aug. 13—Workshop on Tax Planning for Foreign Operations, Room B-29, Federal Courts Bldg., 9:30 a.m. Sponsors: Commerce Field Office, REEC.

OTTUMWA, Ia.—Aug. 13—Export Workshop, luncheon meeting, Red Lyon Inn, 12 noon. Sponsors: Commerce Des Moines Field Office, REEC, Chamber of Commerce.

PARKERSBURG, W. Va.—Aug. 21—Documentation & Procedure Requirements for Exports, Conference Room, Greater Parkersburg Chamber of Commerce, 10 a.m. Sponsors: Commerce Charleston Field Office, Chamber of Commerce, REEC, Small Business Admin.

PHILADELPHIA—Aug. 14—In-Office Conference. Sponsor: Commerce Field Office.

PHILADELPHIA—Aug. 28—In-Office Conference. Sponsor: Commerce Field Office.

PITTSBURGH—Aug. 21—In-Office Export Workshop, Commerce Field Office, 2 p.m. Sponsors: Commerce Field Office, REEC.

TULSA—Aug. 21—International Trade Consultations, Tulsa Chamber of Commerce, 9:30 a.m. Sponsors: Tulsa Chamber of Commerce, Commerce Dallas Field Office, REEC.

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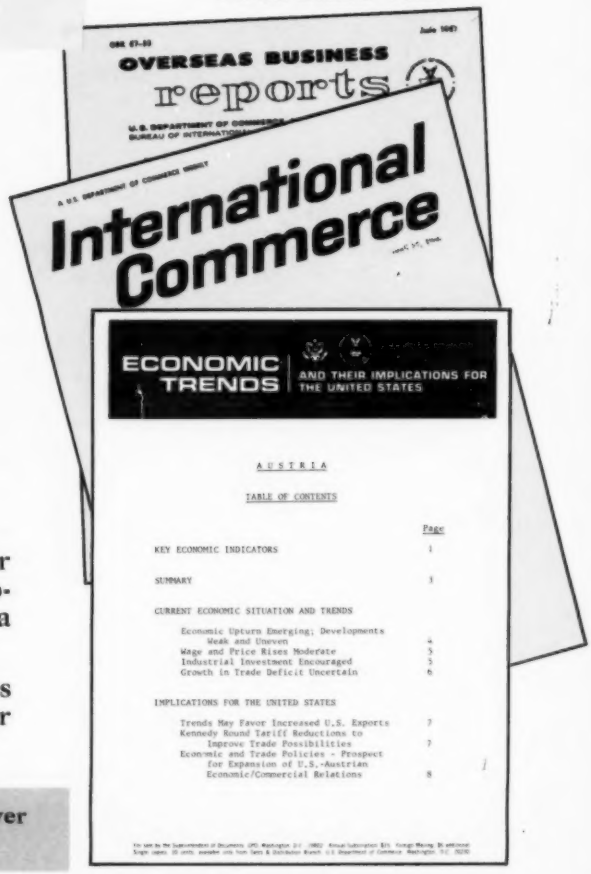
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